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No. 14

U. S. Department of Agriculture.

Vol. 75

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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OCTOBER 2, 1926

Getting Down to Specific Cases

The big annual event of the meat packing industry takes place in Chicago, October 22-27, 1926. This is the 21st annual convention of the Institute of American Meat Packers. A week earlier the first Chicago District Convention of the National Association of Purchasing Agents will be held in Chicago.

When these meetings get under way those who have something to say will not speak in glittering generalities. They'll get down to specific cases.

Their example prompts us to do likewise. To be specific—that we again tell you about Superstrong Boxes and Crates. For meat and meat products they cannot be surpassed. Exceptionally strong, light in weight and easy to use. The saving on labor in handling and on freight charges combined with the cost of Superstrong boxes frequently cuts one's shipping expense 25 to 40 per cent. Wirebound lard crates cannot be excelled for service or price.

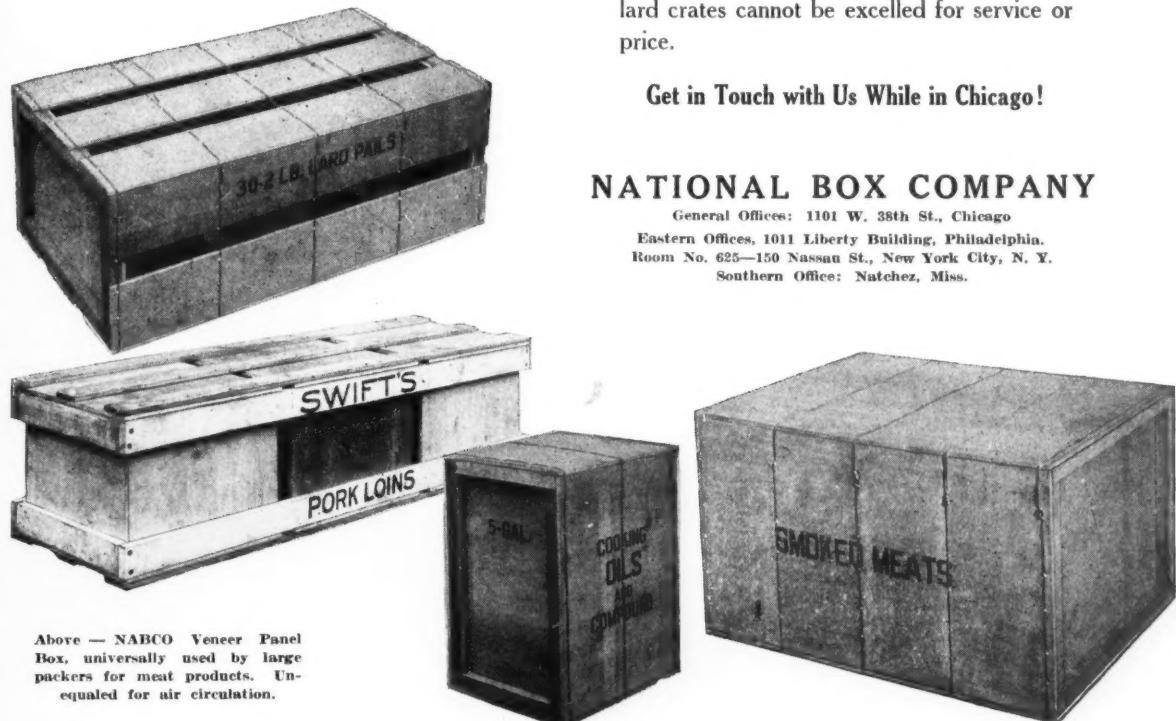
Get in Touch with Us While in Chicago!

NATIONAL BOX COMPANY

General Offices: 1101 W. 38th St., Chicago

Eastern Offices, 1011 Liberty Building, Philadelphia.
Room No. 625—150 Nassau St., New York City, N. Y.

Southern Office: Natchez, Miss.



Above — NABCO Veneer Panel Box, universally used by large packers for meat products. Unequaled for air circulation.

FOR FINEST QUALITY SAUSAGE



6000 lbs. in 57 minutes

is the quantity of pork one man ran through the 3/16" hole plate of the "BUFFALO" without heating the bearings or meat.

Meat run through the fine plate of the "BUFFALO" Grinder is equal to meat run through other machines twice. That's why the "BUFFALO" saves 50% in time, labor and power—increases production 100%.

"BUFFALO" Grinders, Mixers, Silent Cutters and Stuffers are quality-built, to last a life-time. Thousands of packers and sausagemakers throughout the United States are satisfied users!

Write for list of prominent users!

The "BUFFALO" Meat Grinder

JOHN E. SMITH'S SONS CO.

50 Broadway, Buffalo, N. Y.

*Patentees and
Manufacturers*

4201 S. HALSTED ST.,
CHICAGO, ILL.

Douglas Wharf, Putney, London



Lakeshire

A Loaf Cheese That Appeals to Women Who Know How to Cook

If you could "listen in" when women discuss foods you'd be astonished to learn how much of the discussion centers around cheese—particularly the problem of finding a loaf cheese that cooks well. Women drive miles to find a good cooking cheese; to find LAKESHIRE, where they have had a chance to try it in cooked dishes.

That's the quality they want most in cheese—a quality that they find at its best in LAKESHIRE. Feature it; and watch your cheese sales climb. And watch your customers come again and again for more.

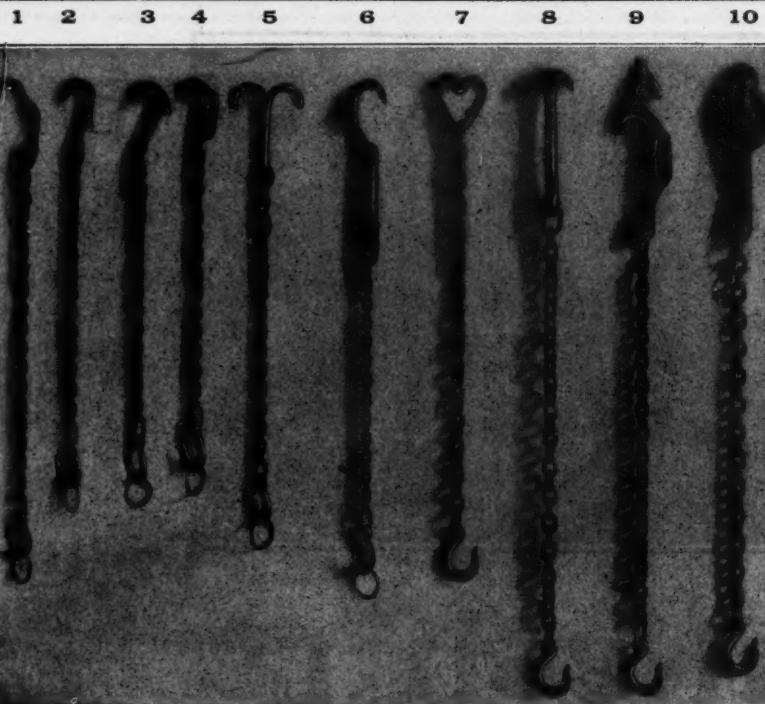
The women are the folks you have to please when you sell cheese. Why not win their lasting good-will with LAKESHIRE?



The excellent cooking qualities of Lakeshire Loaf Cheese are due to the better method by which it is cooked and blended—pasteurized in 30 seconds as compared to the usual 30 to 45 minutes, retaining all of the quality, flavor and nutrient of the selected bulk cheese from which it is made.

Packed in 6 delightful varieties—American, Pimento, Swiss, Caraway, Brie-Denier, Brick; foil-wrapped in 5-lb. loaves and $\frac{1}{2}$ -lb. cartons.

The Lakeshire Cheese Co., Plymouth, Wisconsin
 Formerly
 The Brookshire Cheese Co.,
 DISTRIBUTED BY — A. H. Barber & Co., Chicago, Ill. . . Winnebago Cheese Co., Fond du Lac, Wis.
 A. D. DeLand Co., Sheboygan, Wis. . . J. H. Wheeler Co., Plymouth, Wis.



Shackles for Hogs and Beef

STANDARD Hog and Beef Shackles, made up with high test close coil chain. Can also make up special shackles upon receipt of sample or specifications.

No.		Overall Length, Ins.	Wt., lbs.
1	Hog Shackle, $\frac{3}{4}$ " Forged Steel Hook..	42	4 $\frac{1}{2}$
2	Hog Shackle, Mall. Iron Hook	36	4 $\frac{1}{2}$
3	Hog Shackle, Cast Steel Hook	36	4
4	Hog Shackle, Mall. Iron Hook	36	3 $\frac{1}{2}$
5	Hog Shackle, $\frac{3}{4}$ " Forged Steel Hook..	39	5
6	Spring Hog Shackle, Mall. Iron Hook....	44	8
7	Heart and Chain Beef Shackle	45	7 $\frac{1}{2}$
8	4-Hook Beef Shackle, Cast Steel Head....	56	13
9	Beef Shackle, Cast Steel Head	57	15
10	Beef Shackle, Cast Steel Frame & Wheel	54	22

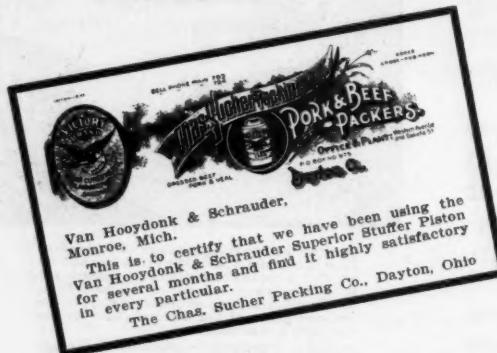
B. F. NELL & COMPANY

620 W. Pershing Road

Manufacturers of Equipment and Supplies for the Meat Industry

CHICAGO

H-S Superior Stuffer Piston



*“Satisfactory in
every particular”*

says

Chas. Sucher Packing Co.
Dayton, Ohio

The piston is the main part of a stuffer. Realizing this, numerous Packers and Sausage Manufacturers have installed the H-S Superior Piston thereby eliminating leaks and stuffer troubles.

We absolutely guarantee the H-S Superior Stuffer Piston to do what we claim for it, and guarantee our packing

for two years, provided your stuffer wall is not scored.

We can make the H-S Stuffer Piston to fit your present stuffer. All that you have to do is give us the exact diameter, name of maker, and capacity of stuffer. If you are in the market for a new stuffer, insist that it be equipped with the H-S Superior Stuffer Piston.

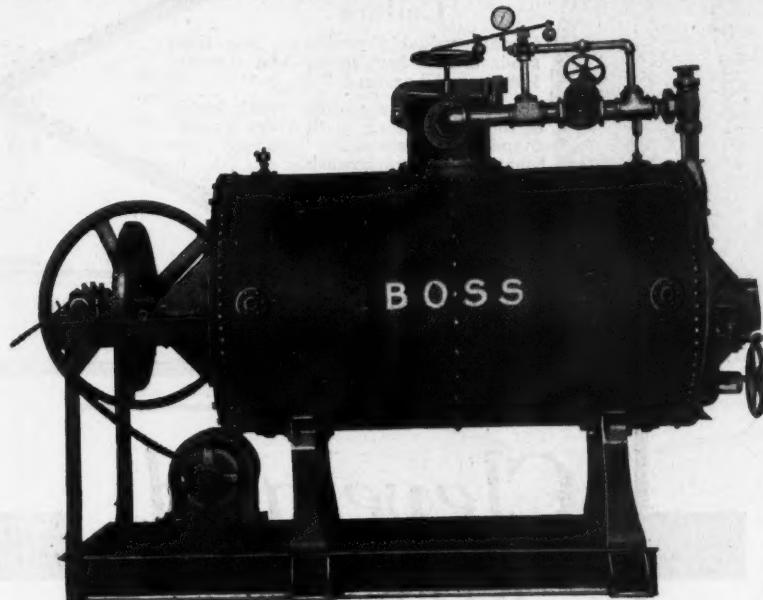
Write now for details and price

Van Hooydonk & Schrauder
P. O. Box 67

Monroe, Mich.

Best by Test! "Boss" Prime Rendering of Edible and Inedible Packing House Material

5x9 ft. "Boss" Cooker with Prime Rendering Device and Silent Chain Drive



"BOSS"

Prime System
(Patents Pending)

starts rendering in open cookers, but finishes with just enough vapor from the material to completely envelop it.

"BOSS"

Prime Rendering

is the most positive in operation with the lowest initial and day by day operating cost.

Its products are unequalled.

Mr. Packer! It will pay you to study the accompanying analyses, for, with our Prime System, you, too, may produce pure lard of sweetest flavor, lowest F.F.A. and best keeping quality.

You may produce grease and tallow as low as prime steam lard in F.F.A. and of unsurpassed color.

This lard analysis was made by the largest consumers and best judges of shortening in the world.

This tallow analysis was made by the largest consumers and best judges of tallow and grease in the world.

American Institute of Baking

FOUNDED AND CONDUCTED BY AMERICAN BAKERS ASSOCIATION
FOR SCIENTIFIC RESEARCH AND EDUCATION

CHICAGO

July 22, 1926.

Mr. John P. Harris,
The Cincinnati Butchers' Supply Co.,
3907 So. Halsted St.,
Chicago, Ill.

Dear Sir:

We have tested the sample of lard marked "Boss" Prime Rendered Pure Lard which you sent us a short time ago and to which you refer in your letter of June 25th. Our results are as follows:

Our Sample Number 10166

Free Fatty acid as Oleic	0.13.
Kreis test	No pink color
Keeping quality	O.K.
Color	6 yellow, 1.4 red

In the Kreis test the absence of a pink color shows that the sample is not rancid.

Very truly yours,

W. C. Luckow.

THE PROCTER & GAMBLE CO.

GENERAL OFFICES CINCINNATI, U.S.A.

August 30, 1926

PLANTS
MONTGOMERY, OHIO
PORT COQUITLAM, B.C., CANADA
MONTREAL, QUEBEC, CANADA
DALLAS, TEXAS
ATLANTA, GA.
HAMILTON, ONTARIO, CANADA

IN REPLY REFER TO FILE
PCB: BC

Jacob Schlachter's Sons Co.
Colerain Ave.,
Cincinnati, Ohio

Gentlemen:

In accordance with your telephone request of this morning, we are giving you below the analysis on the shipment of tallow made by you to our Ivorydale Plant.

12 Pkgs. delivered by you on August 23rd as follows:
F.F.A. .7 Tetre 45.3 MIU .7 Color Good

Yours very truly,
THE PROCTER & GAMBLE COMPANY
Oils & Fats Division

W. C. Luckow

THE CINCINNATI BUTCHERS' SUPPLY CO.

CHICAGO BRANCH
3907-11 S. Halsted St.

Killing
Outfits

Manufacturers
"BOSS" Machines

Sausage & Rendering
Outfits

Factory and Main Office: 1972-2008
Central Ave., CINCINNATI, OHIO



Your Curing Cellars

Contain valuable products. Are these products also kept in the best standard 1,500-pound hogheads?

Many well-known packers speak highly of their everlasting quality. Try Hauser-Stander Hogheads. Compare the material and workmanship and notice how thoroughly we finish them.

Hauser-Stander Tank Company

Spring Grove and Ammen St.
Cincinnati Ohio

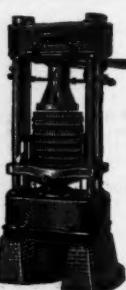
Write us for information and prices on

H. & H. Electric Ham Marking Saw
H. & H. Electric Pork Scribing Saw
H. & H. Electric Beef Scribing Saw
H. & H. Electric Fat Back Splitter
Calvert Bacon Skinner
United Improved Sausage Molds
Monel Metal Meat Loaf Pans
Adelmann Ham Boiler
Jelly Tongue Pan
Maple Skewers
Knitted Bags

Best & Donovan
332 South Michigan Blvd.
Chicago, Ill.

**SCRAP
PRESS**
60 to 900 Tons

At the top in Quality
At the Bottom in Price
Ask us about them
Dunning & Boscourt Press Co., Inc.
302 West Water St. Syracuse N.Y., U.S.A.
Established 1872



**DRYERS--EVAPORATORS--PRESSES
RENDERING TANKS AND
BY-PRODUCT MACHINERY**
THE AMERICAN BY-PRODUCTS MACHINERY CO.
26 Cortlandt St., New York

Classified Ads are on page 67

Cleveland KLEEN-KUT

To grind meats with the least amount of power—

To grind meats in one-half the time—
To do it silently, continuously and without trouble—

That is the sole purpose of the

Cleveland Model 7-E-K

The special patented features such as the Cleveland flat sided plate and the large roller tapered bearings placed in the rear of the machine are just some of the many features found exclusively in the

Cleveland



**The Cleveland Kleen-Kut
Manufacturing Co.**

CLEVELAND, OHIO



The motor of tomorrow —what will it be?

So dependable are electric motors today that there is no need—and therefore but remote possibility—of radical changes in basic design. In fact, it is safe to say that the advances in motor construction must now be along the line of refinement.

There is one definite trend today in motor refinement—the trend toward ball bearings! Ball-bearing motors are not new to industry.

Fairbanks-Morse pioneered them thirteen years ago and have consistently advocated them ever since. But the tendency of motor users everywhere to specify dust-proof ball bearings is more marked than ever before.

Is it going too far to say that the motor of tomorrow will be a ball-bearing motor?

[One motor is better than the Fairbanks-Morse Sleeve-Bearing Motor. It is the Fairbanks-Morse Ball-Bearing Motor!]

FAIRBANKS, MORSE & CO., Chicago
28 branches in principal cities at your service

FAIRBANKS-MORSE
Pioneer Manufacturers of
ball bearing motors



For Lifetime KETTLE Service

the DOPP is the one to buy

Mixing scrapple, sausage, etc.

These absolutely seamless, one-piece kettles serve year after year, without leaks and without repairs. Many butchers and packers in all parts of the country use DOPP kettles. Furnished with or without agitators. *Write for catalog*

Sowers Manufacturing Company



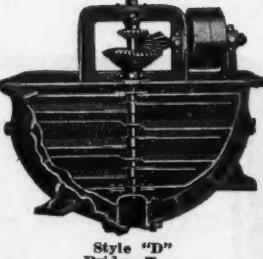
Style "D"
Bucket Type

New York

1307 Niagara St., Buffalo, N. Y.
Boston

Montreal

Toronto



Style "D"
Bridge Type

DOPP SEAMLESS JACKETED KETTLES

Trouble with your cure?

When curing pickle ferments
look out for sour meats!

Sugar in your pickle may be
the cause of this trouble.

Have you tried the new curing
sugar made specially for meat
curing?

Godchaux's CURING SUGAR

tested by the Research Department, Institute of American Meat Packers, assures you

*Quality Product,
Uniformity of Cure and
Material Saving in Cost*

PRICE

in 100 lb. Bags..... \$5.90
per cwt. f.o.b. Reserve, La.
in 250 lb. Bags..... \$8.10
per cwt. f.o.b. Reserve, La.

Subject to usual sugar trade terms of
2 per cent cash discount.

Specialty prepared for the
Meat Industry in the modern
Sugar Refinery of

GODCHAUX SUGARS, INC.
Godchaux Building,
NEW ORLEANS, LA.

Let us have your inquiries. Delivered
prices, both carloads and less than
carloads, quoted on request.

Standard 1500-lb. Ham Curing Casks



Write for Prices and Delivery

Bott Bros. Mfg. Co. ILLINOIS WARSAW,

See Page 67 for Classified Ads.



For handling Sausage, Fresh Meat, etc. this Butcher Tub is best

Although light they are very strong and durable, being bound with electric welded wire hoops—Galvanized. Have non-breakable wrought steel handles, which are securely riveted on the tubs. The bottoms are of flush type with hard wood runners, fastened with rust proof bolts. Made of everlasting Virginia White Cedar, the best known wood for resisting the action of brine.

(Size) Number	Weight each (lbs.)	Inside top diam. (in.)	Inside bottom diam. (in.)	Inside Depth (in.)	Cap. in gallons
0	29	28	25 1/2	13 1/2	33
00	28	23 3/4	20	12 1/4	22
1	22	24	21 1/2	11 1/2	20
2	16	21 1/2	19 1/2	10	15

.Can be purchased at Butcher Supply Houses

RICHMOND CEDAR WORKS
Manufacturers for 55 years
Richmond, Virginia

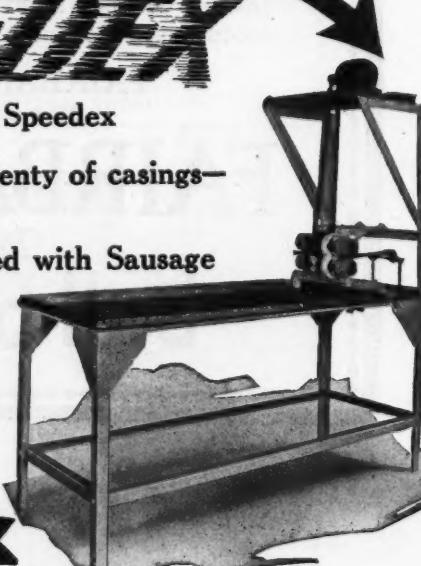
SPEDEX

- 1 person at the Speedex
- 1 stuffer with plenty of casings—
- Keep
- 8 linkers supplied with Sausage

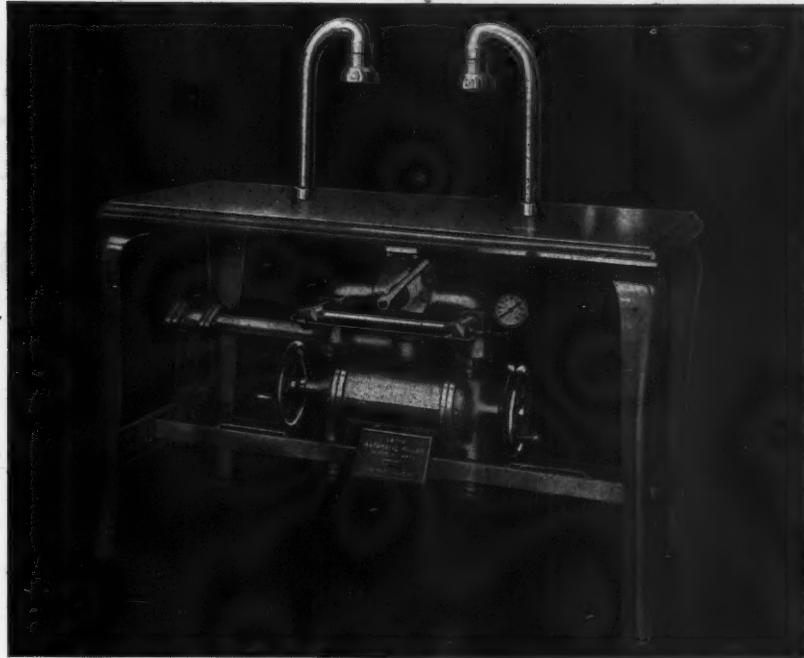
*Do you wonder why so
many Speedex Machines
are being installed?*

*We will gladly furnish
all detailed information.*

Packers
Utility Co. (Not Inc.)
320 Beethoven Pl., Chicago, Ill.



Lamb



Get This Information

The Lamb Automatic Weighing and Filling machine is the latest and most remarkable improvement in weighing and filling equipment in recent years.

If you are interested in keeping abreast with modern methods in the packing industry you should acquaint yourself with the Lamb machine which is beyond question the simplest and most up-to-date machine for accurately weighing and filling lard and compound.

Sign the coupon below and we will, without obligation, give you further information.

Lamb
CORPORATION
Tribune Tower
Chicago



Lamb Corporation,
Tribune Tower, Chicago, Ill.

Please send us full information relative to the Lamb Automatic Weighing and Filling Machine. It is understood that this places us under no obligation whatever.

Firm Name

Address

By



The O.K. Shear, Kut Angle Hole Plates and Knives WHY THEY PLEASE SAUSAGE MAKERS

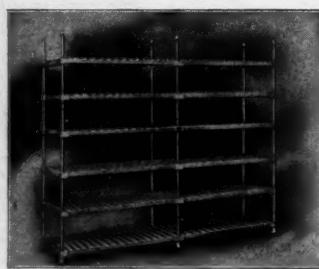
From all over the country, manufacturers of quality goods who pride themselves on making only the finest product, especially summer sausage and pure pork sausage, are using the Superior No. 6-O. K. Plates and Knives in their grinders. The O. K. Knives and Plates make a clean cut product, retaining the binding quality of the meat. They do not crush or smear. They do not heat the meat. They double the life of the grinder and use only two-thirds the power.

The Plates are reversible and can be used on both sides. The holes are on The O. K. Shear Cut Plates and Knives are fully guaranteed. If not satisfactory after ten days trial your money will be refunded.

The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann
Chicago, Ill.

2021 Grace St.



"Maforco" Galvanized Shelving
Gives you the most satisfactory storage
at an exceptionally low cost.

MAIN FEATURES:

Shelves adjustable and removable
Self-supporting
Slatted construction increases circulation
Saves space by fitting snugly into corners
Does not retain odors and lasts indefinitely

MARKET FORGE CO.

Everett, Mass.

Making Trucks and Racks Since 1897

Write for our catalog

HY-GLOSS
MARGARINE CARTONS

Protect the Product

HY-GLOSS Paraffined Cartons are unexcelled; are used by the leading Oleo Manufacturers of the country. They attract the attention of the discriminating buyer.

**National
Carton Company**
Joliet, Ill.

an angle and give the meat a free flow through the plates.

Knife arms are designed to hold the blades at proper angle, to cut with radius of holes, and do not push the meat through outer edge of plate against the cylinder wall.

The Superior No. 6 Plates contain one inch more cutting capacity, which means more holes than the old-style plates. For example, 5/64" plate contains 3,200 holes, or 1,200 holes more than the old style. The 3/8" plate has 1,240 holes or 158 more holes than the old style, and others in proportion.

The O. K. Shear Cut Plates and Knives are fully guaranteed. If not satisfactory after ten days trial your money will be refunded.

The Specialty Manufacturers Sales Co.

Represented by Chas. W. Dieckmann
Chicago, Ill.

2021 Grace St.

Salted, but no "salty" taste

PURE salt is mild. When used in curing meats, it affords a mild, uniform cure—and yet those who buy the product are never conscious of a "salty" taste. They are only aware of the delicious flavor of the meat itself.

Diamond Crystal, "The Salt that's all salt," is noted for its purity and mildness. Its dry, loose flakes dissolve quickly and penetrate thoroughly and evenly every fibre of the meat.

We should like to prove these facts—to prove that it will pay you to use Diamond Crystal Salt—by a practical demonstration at your plant.

Diamond Crystal Salt Co.

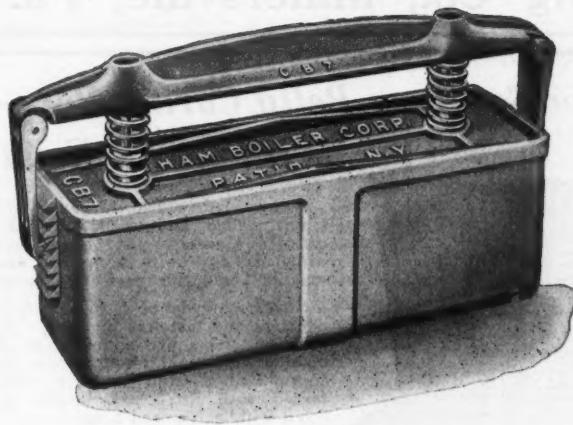
St. Clair, Michigan

Since 1887, makers of

"The Salt that's all Salt."

**Diamond Crystal
Salt**

How Do You Cook Your Corned Beef?



C.B.7—Capacity 12 pounds
C.B.5—Capacity 15 pounds



Product

The C. B. 7 for Corned Beef Splits constructed of cast aluminum, with yielding spring pressure.

Produces a superior product heretofore unequalled in flavor and appearance.

Reduces shrinkage considerably over other methods, thus paying for itself in a short while.

Its appetizing appearance and wonderful flavor insure large profitable sales.

There is no waste. It is sliceable from the first cut to the last, and each slice is just the size desired for sandwich or cold meat serving purposes.

By far, it surpasses any like product now upon the market.

Ham Boiler Corporation

1762 Westchester Ave.

New York City

Factory—Port Chester, N. Y.

European Representatives: The Brecht Co., 6 Stanley St., Liverpool and 12 Bow Lane, London

Canadian Representative: Gould, Shapely & Muir Co., Ltd., Brantford, Ont.



Ask your Supply House for details or write us direct

The New Improved Bausman Hog Scalder

No longer are you compelled to use hoisting appliances. No heavy lifting to get the hog from the bath. Will save half the time originally required to scald. Furnished with or without fire box for heating water.

Bausman Manufacturing Co., Millersville, Pa.

NOTHING NEW!

In the use of Calcium Chloride as a refrigeration brine medium.

It has been recognized for years that a good straight Calcium Chloride is the best and safest brine it is possible to use.

Experience requires no arguments to convince the satisfied user.

Play safe—use straight Calcium and specify

DOW 73—75% CALCIUM CHLORIDE always

"The Standard for Refrigeration"

THE DOW CHEMICAL CO.
Midland, Michigan

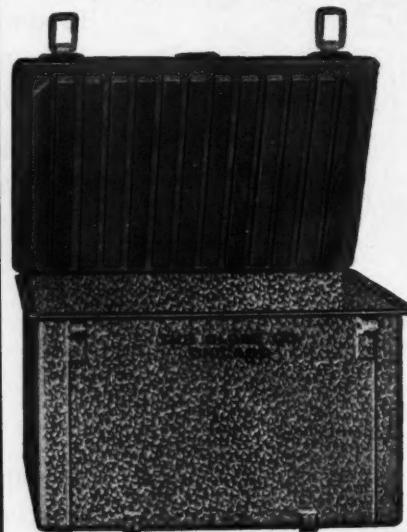
Branch Sales Offices:
90 West Street - New York City
2nd and Madison Sts. - St. Louis



KRAMER *Improved* Hog Dehairing Machines

L. A. KRAMER CO.,
111 W. Jackson Blvd., Chicago

—A Super-Sanitary Belly Curing Box— Without An Equal



Box is made of No. 12 gauge steel, seams welded. Galvanized after fabrication. Corners and bends well rounded. No bolts or rivets used, making the inside perfectly smooth.

Cover is made of 1"x6" D. & M. odorless and tasteless lumber. Compression strips are nailed from the outside which method eliminates rust contamination from products. Reinforced with three oak boards and fitted with galvanized hinge bars.

Size 24"x36"x21" on inside
Capacity about 625 pounds

INQUIRIES SOLICITED

The Globe Company

822-26 W. 36th Street
CHICAGO

Write for Catalog

A Fast Non-Stop Branding Torch The Everhot 1500-A

Packing plants need a branding torch that will operate without frequent stops for reheating. The Everhot 1500-A is just such a torch.

The fuel, gasoline, is contained in a one-gallon tank hung on a wide strap over the operator's shoulder, hung on a nail or laid on the table or floor. One filling lasts for hours. A steady flame keeps the iron at an even branding heat. The entire outfit weighs but a few pounds—very portable.

Full details on these packers' outfits gladly sent on request.



Everhot No. 1500-A is designed especially for packers.





Lavin's Prague-Hansa Salt

is the *Genuine*, imported from Germany, and is the only successful quick and safe cure on the market.

It has been used in Germany for the last eight years or more with the greatest success, and is meeting with the same success in this country since early in 1924.

It cures Hams for boiling in 5 to 8 days, producing a healthy color and better flavor. By using Lavin's Prague-Hansa method the Hams gain 10 to 15% in weight.

It cures Bacon in brine from 3 to 5 days with excellent flavor and color.

It cures dry cure box Bacon from 8 to 52 days, if you wish it.

For Sausage materials there is nothing that will excel it. It produces a teasing, appetizing color, fine flavor and adds to absorption and binding qualities.

Lavin's Prague-Hansa Pickling Salt possesses the *quality of penetration*.

BEWARE OF SUBSTITUTES—Use Lavin's Prague-Hansa Pickling Salt for a safe and *quick* cure.

It saves capital, time and cooler space, and increases your business by producing a finer product.

P. S.—Place your order now. New shipments of 66,000 lbs. due to arrive the end of the month. Every bag contains 110 lbs. and fully **GUARANTEED** for its performance.

Harry Lavin, Canton, Ohio, Sole Importer & Agent for No. & So. America

Distributed by

Lavin's Prague-Hansa Salt Company

and Authorized Jobbers

331 N. 2nd St., Philadelphia, Pa.

K. G. POTTS, Manager of Sales

Chop more at less cost with "Enterprise" No. 156

An efficient belt-driven chopper with a capacity per hour of 2,000 lbs. Equipped with extra heavy pulleys, 20x3 $\frac{1}{4}$ ", running 300 r.p.m. with 5 to 7 h.p.

No gears. Pulleys are placed directly on socket shaft.

"Enterprise" No. 156 runs smoothly and silently. It will save time and labor for you. It will produce more cut meat than a corresponding size of geared

chopper.

Distance from ring to floor is 26 $\frac{1}{2}$ in. Carriers can be run under chopper.

Four sets of the famous "Enterprise" knives and plates furnished with each chopper (including knife and plate for fat).

Ask for chopper catalog. There's a size and style for every need, hand, steam, or electric, in the "Enterprise" line.



THE ENTERPRISE MFG. CO., OF PA.,

Philadelphia, U. S. A.

No. 3

Cater to the demand for packaged sausage meat—meet competition with the KLEEN KUP, a package that offers real advertising and sales advantages. Let our package experts assist you with your plans for a bigger and more profitable sausage meat season.

The Package That Sells Its Contents —

KLEEN KUP

Mono Service Co.
NEWARK NEW JERSEY

When you think of
Baskets
THINK OF
BACKUS

LIGHTEST STRONGEST
BEST

A. Backus, Jr. & Sons
DEPT. N.
DETROIT, MICH.



Mold furnished with or without letters. Mold is electrically welded at every intersection of wires. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

If your jobber cannot supply you
write us direct.

United Steel & Wire Co.
Battle Creek, Mich.
Atchison, Kans.

The "United" Improved Sausage Mold

Identify your product by using the improved patented clasp lettering mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.



The "UNITED" produces uniform size sausage. Increased sales and profits are results from branded meat put up in this form.

"NIAGARA BRAND" Genuine Double Refined Saltpetre (Nitrate of Potash) and Double Refined Nitrate of Soda

Also Refined Nitrite of Soda. All Complying with Requirements of the B.A.I.
MANUFACTURED BY
Established 1840

BATTELLE & RENWICK

80 MAIDEN LANE
NEW YORK

To Help Sell Goods

ANY package is better for sales than no package—for a wide and growing range of products.

But the *right* package is still better. It may cost more, but what of that if it returns more profit?

Metal packages, with special emphasis on decorated metal packages, are particularly successful in aiding distribution and sales.

Canco experience, resources, and facilities are at your service, to help you develop *your* right package, or to produce it for you in strict accord with samples and promises.

Talk it over with a Canco representative.

American Can Company

NEW YORK

CHICAGO

SAN FRANCISCO

American Can

CONTAINERS OF TIN PLATE BLACK IRON GALVANIZED IRON FIBRE

CANCO

Patent Casing Company

617-23 W. 24th Place, Chicago, Ill.

The Pioneer of Sewed Casings

Our Specialties:

Sewed Beef Casings

Sewed Hog Bungs

Sewed Bladders

Manufactured Under Sol May Methods



GASINGS PRODUCE CO., Inc.

80½ Pearl St. New York City

Tel: Whitehall 7916-7917-7918

Cleaners and Importers Sheep
and Hog Casings

E. E. SCHWITZKE, Pres.

THE DRODEL CO., Inc.

Import Sausage Casings Export
336 Johnson Ave. Brooklyn, N. Y.

J. H. BERG CASING CO.

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Don't Let Any Salesman Fool You with Figgers!

Some folks have laughed at us, and have abandoned their home owned power and tied to the Public Service, saying, "Oh, rats, Ridgway!—you've got Steam Elevators to sell!"

Right now comes Mr. Fred. R. Low, the editor of that great power magazine, "Power," and says in the issue of June 22, 1926:

Unless a man is short of capital and credit

"He may find a handsome profit by generating his own power."

Mr. Low then goes on to say that if a man is going to have his business go "cat bird" (the "c. b." is ours) within 5 years

"He will be better off not to have put additional money into a power plant!"

And, by the way, in this connection as we have looked over the field in the light of this conclusion of Mr. Low, we have found that those concerns which have abandoned their own power plants for the Public Service are the ones which have had to reduce or omit dividends. Give you names if you want them.

Now listen to what Mr. Low says—and "Power" has spent many thousands of dollars investigating the matter:

"But if the enterprise thrives for 5 years he ought to get back the cost of a good steam plant and have it free for the rest of its useful life."

It is thus the Greatest Authority on the subject cries "Amen" to what we have always preached.

And is another reason we laugh our heads off when some poor plant owner gets so he can't

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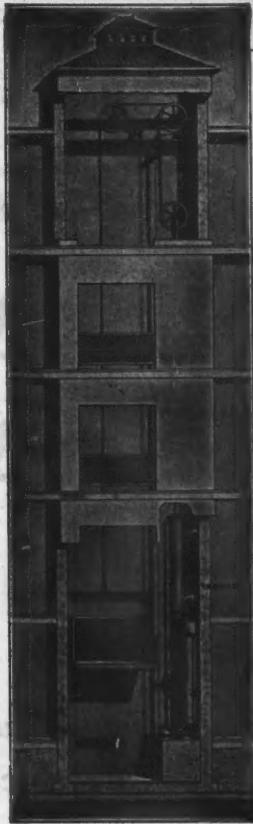
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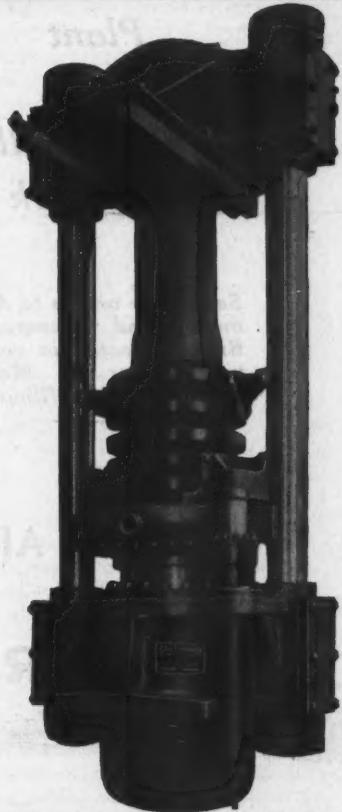
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Chicago and New York, October 2, 1926

No. 14

Packers' Convention Plans Near Completion

Only a few details remain to be added to complete the program for the 21st annual Packers' Convention at Chicago, October 22 to 27, 1926.

On Friday and Saturday, October 22 and 23, the sectional meetings arranged by the Institute of American Meat Packers for department heads and others interested will be held.

These are intimate round-table sessions at which the best experiences of the best men in the industry are brought out. Only established two years ago, they have grown in importance until to the men interested they have become the most valuable features of the annual gathering. Program subjects for these meetings are given in this issue of THE NATIONAL PROVISIONER.

Main Convention Program.

The main convention sessions start Monday morning, in the convention hall of the Drake Hotel. The forenoon is taken up with the key-note addresses of the President and Executive Vice President of the Institute, and officers' reports and presentation of veterans badges.

In the afternoon the general business situation will be discussed by the head of the Chamber of Commerce of the United States, and market conditions in pork and beef by two outstanding trade authorities.

On Tuesday the convention sessions will be devoted to practical operating and merchandising topics, including the "Model Packing Company of 1930" feature.

On Wednesday at the University of Chicago the Conference on Education and Industry will listen to several of the biggest business executives of the United States discuss the situation as it exists today. This is one of the great features of the convention.

The annual banquet on Wednesday evening in the banquet hall of the new Palmer House concludes the convention program.

Big Entertainment Plans.

Entertainment features this year will be of a varied and attractive character. They are outlined in detail in this issue of THE NATIONAL PROVISIONER.

Headquarters will be at the Hotel Drake, Chicago, and reservations should be made direct with the hotel by those desiring accommodations.

CONVENTION ENTERTAINMENT.

Packers' conventions have always been famous for their entertainment features. There is always a good time in store for those who attend, from start to finish.

Of recent years much attention has been paid to the ladies, and this year a greater effort than ever before is to be made to give packers' wives, sisters and sweethearts something to enjoy and think about when they return home.

The chairman of the General Entertainment Committee is Mr. Lester Armour, and the chairman of the Ladies' Committee is Mrs. R. H. Gifford. Plans for convention entertainment are summarized as follows:

Sunday, Oct. 24.—Concert and Tea, Drake Hotel, 3:30 to 5 p. m. Program by the Chicago String Quartet and Miss Helene Landon, harp soloist. "Get-together" good time in the Drake library after the concert. This is "get acquainted" day, and those who arrive in time will

enjoy meeting old friends they may not have seen for a year or more.

Monday, Oct. 25, 7:30 p. m.—Ladies' Night. Dinner-dance and entertainment, main dining-room Drake Hotel. This beautiful room and the adjoining palm room will be reserved for the occasion, and some special decorative features are being designed. The music for dancing and concert program will be furnished by Cope Harvey's famous orchestra, which has never been heard at a packers' gathering. The entertainment program will include several of the biggest star features in the country. There will be dancing during dinner and after the show program, and dress will be informal. The main idea is to give the ladies and also the unattached male guests as delightful an evening as they ever had at a packers' convention.

Tuesday, Oct. 26.—Special entertainment features are being arranged for this day, and will be announced later.

Wednesday, Oct. 27.—Annual men's banquet in the grand banquet hall of the new Palmer House at 7:30 p. m. Two prominent speakers, a big orchestra and a lively musical program.

While this is going on the annual theatre party for the ladies will be held, the attraction being one of the famous New York successes now playing in Chicago.

Details for both banquet and theatre party indicate that past records will be equalled if not exceeded.

TALKS OF TRADE LEADERS.

The general business situation will be analyzed for packers at the Monday afternoon session of the Institute convention by John W. O'Leary, President of the Chamber of Commerce of the United States of America, a position which tends to make him thoroughly posted on industrial conditions throughout the country.

This talk and those of F. Edson White, President of Armour and Company, and William Diesing, Vice-President of the Cudahy Packing Company, who will discuss the pork and beef situation respectively, will provide packers with an excellent picture of the conditions their companies are facing.

The Convention will open on Monday morning with an interesting program which will include the annual address of the Institute President, Oscar G. Mayer,



THE NEW PALMER HOUSE.
In the grand banquet hall of this new hotel, one of the handsomest in the world, the annual Packers' Banquet will be held.

October 2, 1926.



WHERE THE LADIES' NIGHT ENTERTAINMENT WILL BE HELD.
Main dining-room of the Drake Hotel, where the feature program for the ladies will be presented.

reports by John T. Agar, Treasurer, and W. W. Woods, Executive Vice-President, the presentation of gold and silver jubilee buttons to veteran employees of the industry, and other business.

Discussions of "The Model Packing Company of 1930" will be given Tuesday morning by three packinghouse authorities in their respective fields: A. H. Carver, W. F. Schluderberg, and J. H. Bliss.

Progress made during the past year in work supported by Institute Plan funds will be reported on Tuesday afternoon by men who have guided this valuable work. Plans for future work along educational, operating and scientific lines of development and control also will be discussed.

Wednesday will be given over to the Third Public Conference on Education and Industry, and the annual banquet will be held that night at the new Palmer House. All convention sessions will be held at the Drake Hotel, convention headquarters.

SECTIONAL MEETING TOPICS.

A wide range of interesting subjects will be discussed at the sectional meetings for packinghouse departments heads which will be held at the Drake Hotel, October 22 and 23, in connection with the Institute convention. Topics of timely interest to purchasing agents, sales and advertising managers, credit managers, superintendents, engineers and master mechanics, chemists, and live stock men will be discussed. Many of the talks will hold interest for company executives, and the programs for these meetings have been planned to make it well worth while for the latter to come to the convention early enough to attend them.

The programs will be as follows:

Live Stock Section.—For packinghouse executives in charge of the livestock end of the business, Saturday afternoon, October 23.

Presiding Chairman, E. N. Wentworth, Chairman, Institute's Committee on Improved Live Stock Production.

"Problems in the Present System of Marketing Live Stock: Direct Buying, Order Buying, The Central Market, Shrinks and Fills, Buying Subject to Slaughter, Grading and Sorting," by J. A. Hawkinson, President, Allied Packers, Inc.

"Trends and Outlook in the Swine Industry," by F. W. Waddell, Vice-President, Armour and Company.

"Trends and Outlook in the Cattle Industry," speaker to be announced.

Reports on Important Live Stock Projects:

"Study of Soft Pork Problem," by C. R. Moulton, Director, Department of Nutri-

tion, Institute of American Meat Packers.

"Effect of Feeding on Palatability of Meat," speaker to be announced.

"Swine Type Tests," by F. G. King, Professor of Animal Husbandry, Purdue University.

"Reducing Live Stock Losses," by H. R. Davison, Director, Department of Waste Elimination and Live Stock, Institute of American Meat Packers.

Sales and Advertising and Credits and Collections Sections.—Joint meeting for sales, advertising and credit managers, Friday afternoon, October 22.

"Linking Advertising with Sales," by Guy C. Smith, Advertising Manager, Libby, McNeil, and Libby.

"A New Element in Food Advertising," by C. R. Moulton, Director, Department of Nutrition, Institute of American Meat Packers.

"Chain Stores vs. Independent Dealers, and Their Relations to the Packer," by Charles H. Knight, Vice President, Louisville Provision Company.

"General Sales Problems," by F. W. Keigher, Manager, Car Routes, Wilson & Company.

"Collections, a Sales Problem," by I. M. Hoagland, Assistant Manager, Branch House Department, Armour and Company.

F. W. Keigher is Presiding Chairman of the Sales and Advertising Section, and the Program Committee is composed of Carl Fowler, F. G. Duffield and George R. Cain. The Presiding Chairman of the Credits and Collections Section is W. F. Courtney.

Purchasing Section.—For purchasing agents, Friday afternoon, October 22. Those coming to attend the Purchasing Section are invited to be present Friday morning at a meeting of the Committee on Purchasing Practice.

Operating, Engineering and Construction and Chemical Sections.—Joint meeting for plant superintendents, engineers, master mechanics and chemists. Friday morning and afternoon and Saturday morning, October 22 and 23. General subject, "The Model Packinghouse of 1930."

All company executives and department heads who plan to attend Sectional meetings or convention sessions should be sure to send their requests for room reservations to the Drake Hotel by October 14.

Model Packing Plant of 1930

FRIDAY MORNING, OCT. 22.

Presiding Chairman: Allen McKenzie.

Program Chairman: H. P. Henschien.

"Capacity and Location," by L. D. H. Weld, Manager, Commercial Research Department, Swift & Company.

"Construction of Plant, Design, Location, Lighting and Ventilation, Building Materials, Ornamentation and Surroundings," by H. P. Henschien, Henschien & McLaren.

"Power Plant and Refrigeration," by J. M. Lenone, Motive Power Designing Engineer, Swift & Company.

FRIDAY AFTERNOON, OCT. 22.

Presiding Chairman: R. F. Eagle.

Program Chairman: H. J. Koenig.

"Beef and Small Stock Division—Equipment and Operation," by Myrick D. Hardin, Assistant General Superintendent, Armour and Company.

"Pork Division—Equipment and Operation," by Howard Wilson, Superintendent, Columbus Packing Company.

"By-Products Division—Equipment and Operation," by R. E. Yocom, General Superintendent, Cudahy Packing Company.

SATURDAY MORNING.

Presiding Chairman: W. D. Richardson.

Program Chairman: L. M. Tolman.

"Scientific Control:

"Control of the Raw Material: Beef—Quality and Palatability of Beef as affected by Age, Sex, Feed and Finish; and Pork—The Control of Soft and Oily Pork," by E. N. Wentworth, Director, Armour's Live Stock Bureau.

"Control of the Quality of the Product: Government Control: Regulatory Requirements and Their Application," by R. F. Eagle, Assistant to the President, Wilson & Company.

"Some Factors Bearing upon Control of Moisture in Sausage," by C. Robert Moulton, Director, Department of Nutrition, Institute of American Meat Packers.

"Control and Prevention of Spoilage," by W. Lee Lewis, Director Department of Scientific Research, Institute of American Meat Packers.

"Control of the Curing Process," speaker to be announced.

"Control by Meat Cookery Tests," by Miss Gudrun Carlson, Director Department of Home Economics, Institute of American Meat Packers.

A. H. CARVER.
Who will speak on Personnel Control in the Model Packing Company of 1930.

To Sell Meat—Tell Them About It

Profit for the Producer, Packer and Retailer Alike in Teaching Consumer Real Values of Meat

One good way of educating the public to the value of meat, and increasing meat consumption, was demonstrated at Topeka, Kans., last week, where a meat Congress was held in connection with the Free State Fair.

Cutting demonstrations were given every day. But Meat was King on one day, when representatives of leading agencies working for the livestock and meat industries showed the value of meat in the diet, the ignorance of most housewives regarding meat quality, and the selection and cooking of meat.

Their story was told to an audience which was representative of the meat consumers of the country.

Beef was the meat used in the demonstrations.

This Meat Congress typifies the kind of exhibit and discussion that should be repeated at every state and county fair, and every livestock and food show held throughout the country. The task of educating the public to a better understanding of meat is a huge one; the effort must be widespread and continuous.

Live stock producers, packers and retail meat dealers in every section should see that such exhibits are made and instruction given. It is a type of promotion work that is sure to bring direct return to those participating in it.

Meat Marketing Methods

At this Kansas Meat Congress, Walter C. Davis, of the U. S. Department of Agriculture, called attention to the faulty methods of marketing meat. He said that, of all products produced in this country, meat is one of the most important. But regardless of this importance it has been marketed in most haphazard fashion over a long period of years.

In speaking of the handicap to greater meat consumption as a result of the practices of the unscrupulous retailer Mr. Davis said:

"There are in this country approximately 125,000 retailers of meat; a majority of them are high-class, honorable men, yet within their ranks in every city from Maine to California, are to be found a type that ignores every rule of business ethics.

"Their hobby is to misrepresent products passed across their counters, and nothing seems to satisfy them quite so well as selling old cow beef, and not infrequently bull beef, under the guise of 'prime steer beef.'

Harm Done by Misrepresentation.

"These and similar substitutions, although practiced by a relatively small percentage of dealers, have done greater harm to the industry in general than all other factors combined. These practices have been possible because there have been no uniform standards of quality by which relative values could be judged.

"The consuming public has been fooled so often that many have reduced meat purchases to the minimum; many have

turned to substitutes rather than take a chance. As a consequence 'beef is beef' to the average consumer, and the producers of better grade animals have been penalized until it hurts."

Mr. Davis outlined the government's plan of meat grading as a means of furnishing the customer with a tastier product for his money, and thus encouraging the use of more meat. He said that grading had passed the experimental stage, and expressed the belief that when it was generally adopted it would solve many of the ills of the industry.

Producers' and Packers' Problems.

As a representative of the Institute of American Meat Packers, H. R. Davison called attention to the fact that the producer and the packer have common problems, and said "that it would be to their benefit and to the benefit of the ultimate consumer, for them to work together on matters of mutual interest."

In speaking of the reasons for meat consumption Mr. Davison said:

"Meat's place in the diet has been definitely established by science. Foods are being chosen today by the housewife more and more because of the food values which they contain, and authorities on nutrition are agreed that meat is a wholesome and valuable food. It contains proteins of the highest quality, excellent fats, most of the necessary minerals and certain of the vitamins. These properties should assure meat a permanent place in the diet of all countries where it is available."

Consumers were told of the value of meat as a food by R. C. Pollock, general



TEACHING THE CONSUMER THE DIFFERENCE BETWEEN PRIME AND ORDINARY BEEF.

This was an exhibit at the last International Livestock Show, but it serves to illustrate the point made by speakers at the Kansas meeting on quality beef. If consumers knew more about the grades and quality of the meat they bought, there would be fewer attempts on the part of unscrupulous dealers to substitute lower quality meats for good and prime beef.

The carcasses in the background, from left to right, show a prime two-year-old steer, a prime heavy steer, a prime yearling steer and a "super baby beef" steer.

In the foreground the cuts, from left to right, show a loin from a prime two-year-old steer, a rib from a prime heavy steer, rib from a prime yearling steer, rib from a "super baby beef," loin from a prime heavy steer and a loin from a prime yearling steer. Just behind these are chucks from the different carcasses.

manager of The National Live Stock and Meat Board. Mr. Pollock said in part:

"Meat has been charged with all sorts of crimes against health, but scientific facts have proved decisively that these charges are entirely without ground. False information about meat has been in circulation for years, coming from various sources. Most of it can be traced to the so-called food faddists and vegetarians while purveyors of some other foods are also guilty to some extent. According to such insidious propaganda, meat is supposed to cause high blood pressure, rheumatism, cancer and other serious ailments.

"An eminent British surgeon was quoted recently in a weekly magazine in this country to the effect that meat is a contributing cause of cancer. The board communicated with him regarding the article and the reply stated flatly that he had been grossly misquoted and that he never had made a statement that meat had any relation to cancer.

"It has been the common belief that the only effective means of preventing or curing pellagra is the adherence to a diet containing suitable amounts of milk, eggs and vegetables, especially green leafy vegetables. But Professor Goldberger of the U. S. Public Health Service is convinced, after a great deal of work with this disease, that lean meat is an effective food in preventing it.

All the Truth About Meat.

"The National Live Stock and Meat Board is interested in giving the public the truth about meat, to expose the fallacies directed against it, and help everyone to understand its importance and economic value in a well-balanced diet.

"On the other hand, I want to make this point clear. The Board is not attacking other foods! It is not engaging in comparing meat with other foods! We recognize the fact that all foods are necessary in the balanced diet and that it is the balanced diet which makes for the health and well-being of the nation. It is a fact that it is possible to combine the fat and protein of animal foods such as meat so as to meet the requirements of the body with such materials only, and this has been done in the Arctic regions, where vegetable food is not available. But in general it is considered better and more wholesome when, in addition to meat, the diet contains vegetable foods which are richest in sugar, starch and other carbohydrates.

"We must bear in mind that no food is complete. Foods furnishing the requirements of our body may be likened unto a chain, the utility of which is entirely destroyed by the removal of a single link. Another thing to remember is that no food is expensive if it supplies the bodily needs.

"People who think they cannot afford to buy meat are not economizing by buying other cheaper foods in its stead. Perhaps they cannot afford to buy some of the so-called choice cuts of meat, but there are the cheaper cuts which are just as nourishing. We may prefer a porterhouse steak but a brisket will serve our body just as well, and with proper manipulation in the kitchen will present a mighty appetizing dish.

How Meat Makes Strength.

"From the beginning of time man has enjoyed the eating of meat, and history shows us that the strongest and most aggressive nations in every instance are characterized as meat eaters. In ancient Greece meat was an important part of the diet of her well-known athletes, and so it has been through the ages. Our own Gertrude Ederle is a striking modern example, for Gertrude says that without meat she never could have accomplished the feat of swimming the English Channel. Her preference in meat is a juicy steak with potatoes and plenty of green vegetables.

"When one considers the favor meat has enjoyed among peoples of all time, the

question that first arises in his mind is—advertising, and articles in women's magazines. What is the justification for the present day attack against it? As the old saying goes, 'Experience is the best teacher,' and man for generation upon generation certainly has had ample experience with meat. If meat were such a deadly poison as some of its modern foes would have us believe, the world would have been barren of human population ere it had advanced many years.

"Analyzing the demand for beef, we find that approximately 85 per cent of it is for the cuts which are considered choice, those coming from the rib and loin. Such a condition presents quite a problem to the live stock and meat industry, for these cuts much in demand constitute only about 25 per cent of the animal. The result is that the remaining 75 per cent is a comparative drug on the market and retailers are forced to dispose of it as best they can, often selling it for below what they paid for it. It may be readily seen that if consumers made more general use of all cuts of the animal they would benefit economically, for this would tend to equalize the cost of all cuts. And the cuts which are now in little demand contain just as much nutrition as those much sought after.

Where the Housewife Enters.

"The habits and customs of the population in the purchase of beef is a subject closely linked with that of consumption. It is a subject which has attracted a great deal of study for, as you all know, the beef industry or any other industry, depends entirely for its life upon the consumer.

"The task of purchasing the family meat rests, for the most part, with the housewife. How does she select the meat for the family table? Does she recognize quality in meat? What are the factors influencing her selection? These and many other questions are of vital concern to those who supply the nation's meat and no little effort has been put forth to secure the answers.

"Most housewives say they buy meat because their families like it. A smaller percentage buy it because of its food value. This suggests the result of bringing the nutrition side of the question to the attention of the housewife through the school,

advertising, and articles in women's magazines.

"The fact that most housewives buy meat because their families like it and are governed very little or not at all by price, is all well and good, but they should go further into the subject. If they will more thoroughly acquaint themselves with all the attractive ways of utilizing the many cuts which the beef animal provides, then they will be able to appreciate to the full extent the economic value of beef in the diet and derive the greatest benefits thereby."

Value of Beef in the Diet.

Mr. Pollock summarized the principal reasons why beef is of unusual economic value in the human diet, as follows:

It is economically valuable as a food:

First: Because it is an excellent source of protein, the element which builds and repairs body tissue.

Second: Because of its fat which supplies energy.

Third: Because from 95 to 98 per cent of it is digested.

Fourth: Because it is highly palatable.

And last but not least: Because it is playing an important part in the diet of infants and growing children.

How to Buy Meat.

Supplementing Mr. Pollock's discussion of the value of meat in the diet and the buying practice of the average housewife, Miss Inez Willson, home economics expert of the National Livestock and Meat Board, discussed the different ways by which the shopper for meat may recognize the quality and cut she wishes to buy, and also the use to which the different cuts are put.

Miss Willson described in some detail how to tell good beef, beef grades, the relation of cooking to quality, and spoke of the limited knowledge the housewife has of the different cuts. She compared the cuts in much demand with those less popular, and discussed the principles involved in meat cookery.

"How is the housewife to learn all about the different cuts of the meat animal?" Miss Willson asked. Answering her own question, she says:

"One very good way is to go to the market with an inquiring mind. The purchaser should ask her dealer about the different cuts of meat which she sees displayed and with which she is not acquainted. He will gladly tell her what they are and he will volunteer a wealth of information about how to use them, if she only leads him on by her interested questions. If she sees a recipe that calls for chuck or brisket and she does not know where chuck or brisket comes from, or how to use these cuts, she should make up her mind to find out the very next time she goes to the market.

"And so she should do with each and every other cut with which she is not familiar and which she does not use. The dealer needs the cooperation of the housewife in disposing of the entire carcass."

This is a good tip for retailers to encourage housewives to learn more about the different cuts of meat and how to cook them, and good information for everyone in the meat business to pass on to the consumer.

Many valuable points regarding meat were brought out at this congress. They should be passed on to the entire public rather than confining them to half a thousand Kansas consumers.

The duty of the livestock and meat industry, not only to themselves but to the public, is to impart a better understanding of meat as a vital part of the human diet, and to teach housewives how to choose and cook meats. It is a gigantic undertaking, but untiring efforts will bring results.

Teach Them About Meat!

What good returns there would be to the livestock and meat industry if those engaged in it—producers, packers, retailers—would take the trouble to teach people about meat!

The trouble is everyone takes it for granted that the consuming public knows meat.

There is where the great mistake is made. There is probably no product commonly used about which the consumer really knows so little.

Too many people think that "meat is meat." They don't try to find out the differences in meat so they could make an intelligent choice.

They must be taught.

Most people in the meat industry think the job is too big. It is not. It just needs constant attention. A little effort on the part of each would bring surprising results.

Try it and see.

Pork Production in the World War

Part Played by American Packer and Producer in Feeding World Both During War and Afterward

V—Buying Pork Products

APEC and American Buying Organizations Agree to Submit all Meat and Fat Orders through Food Administration—Packers Undertake to Maintain Minimum Price of Hogs at Principal Markets—Their Profits Limited—Hog Price Guarantee not Backed by Money—Packer Heads Division of Coordination of Purchase in Food Administration.

This is the fifth in a series of reviews of the book on "American Pork Production in the World War," by Dr. Frank M. Surface, who was economic adviser to the Federal Food Administration. (A. W. Shaw Co., Chicago & New York.)

For the first time the inside history is told of the part played by the meat packer and the meat producer in the world war and the times that followed it.

Documents and correspondence never before made public are taken up in this story, and some interesting incidents and comments made known.

THE NATIONAL PROVISIONER has the serial rights to the republication of this book, and these reviews will appear from week to week until the entire story has been told.

Control Through Purchases.

The control of hog prices, as previously outlined in the statement relative to the Food Administration policy, depended, in the first instance, upon the authority granted in Section 2 of the Food Control Act, for the President "to enter into voluntary arrangements or agreements."

Mr. Hoover first arranged with the representatives of the Allied buyers in this country—the Allied Provisions Export Commission—that they would submit their orders for pork products to the Food Administration to be allotted by it to such packers as were able and desired to participate in the export trade, and that the Allies would agree to pay such prices as the Food Administration indicated; it being understood that these prices would be high enough to enable the packers to maintain the minimum prices for hogs.

Similar arrangements were made with the purchasing departments of the United States Army, the Navy, the Marine Corps, the Commission for the Relief of Belgium, and the American Red Cross.

The requirements for these organizations amounted to between 30% and 40% of the total pork products produced under federal inspection each month. It was believed that this formed a large enough proportion of the total trade to control the market.

Agreements with Meat Packers.

Mr. Hoover next entered into voluntary agreements with the meat packers, both large and small, by which they undertook to maintain the minimum price for hogs at the principal markets, with the understanding that they were to have the support of Allied and government buying as outlined above.

Contact with the packing-house industry was maintained through the so-called Packers' Committee, of which Thomas E. Wilson was chairman.

Additional authority to enforce these agreements was provided through arrangements with the War Trade Board, by which all applications for export licenses for pork and pork products to Europe had

to have attached a certificate indicating that the products described had been sold at a price approved by the Food Administration.

In all of these negotiations it was necessary to provide that the prices paid for these products should be reflected to the farmer in the price for hogs, and that only a legitimate profit should be taken by the packers. As pointed out in later paragraphs, this was accomplished by bringing the packers under strict license regulation by the Food Administration.

Particular pains were taken by the Food Administration to make it clear that the minimum price named for hogs was not a guarantee backed by money in the same sense that the price of wheat was guaranteed and supported by the Food Administration Grain Corporation. It was stated that this was a *policy* of the Food Administration and that the minimum price would be maintained *so far as the control of Allied and government buying would permit*.

Coordination of Purchases.

To carry out this plan and also to prevent demoralization in the markets for these and other food products, the Food Administration set up a Division of Coordination of Purchase which acted as a clearing-house for all Allied and government purchases.

Prior to our entrance into the war, the Allied governments, particularly Great Britain, France, and Italy, had entered into a series of agreements by which the buying of all supplies for these countries, as

well as for many neutrals, was placed in single hands, thus eliminating Inter-Allied competition in the world's markets. Among the agencies established under these agreements was the "Meats and Fats Executive," located in London, which had charge of buying all meats, animal fats, and dairy products for the Allies.

In order to facilitate these purchases, the Meats and Fats Executive established in the United States an organization known as the Allied Provisions Export Commission, with head offices at 165 Broadway, New York City. The Allied Provisions Export Commission was known in the trade as APEC, from the initials of its name, and will frequently be referred to in the succeeding pages under this shorter title.

This organization acted under orders from the London office and transacted all business in this country, including the placing of orders, routing to ports, arrangements for shipping, and so forth. The payments for the commodities were made directly by each country after the goods had been definitely allocated by the commission.

Packer Heads Purchasing Division.

The Division of Coordination of Purchase was created by the Food Administration on October 24, 1917, for the purpose of coordinating the purchases by the Allies and the Food Administration of important food supplies, and to cooperate with the Army, Navy, and other Government departments in an endeavor to coordinate, so far as practicable, their food supplies.

Frederic S. Snyder, president of Batchelder & Snyder Co., Boston, Mass., was made head of this division in March, 1918, succeeding Messrs. Thorne and Heyl, each of whom served brief tenure in this position. Mr. Snyder remained as chief of the division to the end of the Food Administration, he and his predecessors serving as volunteers, without remuneration.

The position of chief of this division was one of the most important in the Food Administration because of the vast volume of transactions, averaging some \$200,000,000 per month, which was cleared through this organization.

In addition to the Division of Coordination of Purchase there was established by executive order, a Food Purchase Board, consisting of the Paymaster General of the Navy, chairman; the Quartermaster General of the Army; a representative of the Federal Trade Commission; and a representative of the Food Administration. The Food Administration representative on this Board was W. V. S. Thorne up to his resignation in January, 1918, and then Frederic S. Snyder, of Boston.

The function of the Food Purchase Board was to decide upon which commodities should be purchased by allotment and which should be allowed an open market. When a commodity was once placed on an allotment basis by the Food Purchase Board, the actual machinery of allotment was handled by the Division of Coordination of Purchase of the Food Administration.

In many cases, as with meats, the details of the allotment were handled by the respective commodity division of the Food Administration.

[Submission of buying orders and determination of price to be paid; methods of allotment of purchases to packers; establishment of Food Administration offices in Chicago, and the appointment of an Agricultural Advisory Committee will be discussed in the next instalment.]

THOMAS E. WILSON.
Chairman, Packers' Committee to Confer with Food Administration.



Easy Money Schemes Devices That Trade on Good Name of Advertising

By Jesse H. Neal, Executive Secretary,
The Associated Business Papers, Inc.

"Advertising, oh, advertising, the sins that are committed in thy name," is a paraphrase, of course, but just as true as the original quotation.

Neither is the use of the word "sin" inappropriate, because *money spent for advertising which is not advertising is a sheer waste*, and any deliberate waste of wealth is generally regarded as sinful.

No one wants to waste money for advertising or anything else. But the difficulty is to detect the shams, to see through the clever disguises adopted by those who trade upon the good name of advertising.

No man in business seems to be immune from approach by one or more of the schemes that are self-christened "advertising." The smallest retailer as well as the largest manufacturer is confronted with the problem of discriminating between the genuine and the spurious.

Some of the Fakes.

Here are just a few of the schemes that annually take from American business millions of dollars, which are wrongly charged to "advertising."

Charity solicitations.—Where they ask for a straight contribution which is charged to advertising. Also programs, annals or other publications where space is sold for the benefit presumably of some charity.

The Chicago Association of Commerce has adopted an excellent slogan applicable to such cases—"Do not advertise to help a worthy cause—donate to help a worthy cause—*advertise to help your business*."

Fake directories.—There are many useful trade directories that serve a good purpose, but there are also a few out and out swindles. One such outfit in New York was recently broken up and the principals sent to Sing Sing.

Benefit performances.—For which the business man is asked to buy tickets and to take space in the program. A certain amount of polite coercion is exercised in nearly all of these cases, and when the victim succumbs, the bookkeeper gets another item to be charged to "advertising."

Church bazaars.—That operate with donated merchandise from manufacturers or retailers. The alleged advertising value of such donations is very slight. Better advertising and more of it could be bought

in legitimate ways with the money put into donations.

Souvenir programs or society annals.—Nearly always sold through threats of a business boycott. The "advertising" value of these mediums may set down as zero, but the cost goes on the ledger under advertising.

Picnic and dance programs.—Gotten out by organizations that are in a position to use blackjack methods to compel a favorable response to their demands. It is all called "advertising."

Propaganda.—Where space is sold for the alleged purpose of promoting a "movement" designed to make us all good

Americans or to defeat the menace of bolshevism or something else. Perhaps it's all right, but it's not advertising.

Programs and books for fraudulent organizations.—Sometimes the organization exists only in the mind of the solicitor.

These are but a few of the many schemes that make unsightly nicks in advertising appropriations, and that unfortunately lead to a wrong conception of legitimate advertising which, unquestionably, is one of the greatest economic forces in present-day business.

In another article we shall endeavor to point out ways of recognizing the unworthy advertising schemes, and the methods of resisting them which have proven efficacious.

Meat Packing Is a Leading Industry

A record year in industry and commerce, and one without credit inflation or boom psychology, is reported for 1925 by the U. S. Department of Commerce in the new Commerce Yearbook. The high activity of business represented the continuance of conditions scarcely interrupted since the middle of 1922.

The basic reason for the greater volume of business is assigned to the increasing efficiency of industry and commerce.

Particularly characteristic of 1925 business was its steadiness throughout the year. With a single exception, during every month of 1925 manufacturing industry was more active than during the corresponding month of any previous year.

An immense contrast between 1925 and 1921, for instance, is indicated by the fact that the manufacturing output for 1925 as a whole was more than 60 per cent greater than that for 1921.

Industry Is More Efficient.

The increase in manufacturing output was accompanied by greater volume of employment. The number of persons on the pay roll increased over 1924, and there was very little part time operation.

"From a broad point of view, the most impressive fact with regard to the recent history of American industry is its constantly advancing efficiency," says the yearbook. "While the number of wage earners in the factories of the country increased approximately 27 per cent between 1914 and 1923, the output in terms of volume increased by at least 60 per cent."

The principal immediate factors contributing are greater efficiency, of the wage earners themselves, improved management, more scientific methods, waste elimination, and greater use of capital as an aid to human effort.

Meat Packing on Increase.

Meat packing still holds its place as the second great industry of the United

States, the Yearbook points out. It has a greater gross value of products than any other single manufacturing industry except that of automobiles.

The tendency in the industry is toward increase. The total production of meat

(Continued on page 38.)

SOUTHERN PACKERS MEET.

Ten member companies of the Institute in the South were represented at a regional meeting held September 23 in Louisville, Ky., at the Brown Hotel. Members of the Institute staff told about the services which the Institute is extending. Karl M. Zaeh presided at the meeting. The following packers were present: E. A. Eckert, Eckert Packing Company, Henderson, Ky.; E. F. Fleischer, Henry Fischer Packing Company, Louisville; W. R. King, Emmart Packing Company, Louisville; Herbert J. Madden, East Tennessee Packing Company, Knoxville, Tenn.; A. A. Millett, Swift & Company, Louisville; L. Neuhoff, Neuhoff Packing Company, Nashville; E. S. Papy, White Provision Company, Atlanta, Ga.; Chris J. Power, Power Packing Plant, Nashville; Robert E. Vissman, C. F. Vissman & Company, Louisville; Karl M. Zaeh, Louisville Provision Company, Louisville.

DEATH OF ALLARD DOEPKEN.

The trade was shocked this week to learn of the sudden death of Allard W. Doepken, general manager of the F. Schenk & Sons Co., Wheeling, W. Va., which took place at his home in Wheeling on Friday night. Mr. Doepken had been at the plant on Thursday as usual, and his taking off was entirely unexpected. He had grown up in the packing business and was a progressive leader in his territory.

SWENSON EVAPORATORS-

The Recognized Standard for Animal By-Product Liquors

Swenson Evaporator Company

(Subsidiary of Whiting Corporation)

HARVEY, ILL. (Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests on a commercial scale (under the direction of Prof. W. L. Badger) on

problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

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OTTO V. SCHRENEK, President.
PAUL I. ALDRICH, Vice-President.
OSCAR H. CILLIS, Sec. and Treas.

PAUL I. ALDRICH, Editor and Manager

GENERAL OFFICES.

Old Colony Bldg., 407 So. Dearborn St.
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THE NATIONAL PROVISIONER is put on
mail trains in Chicago every Saturday
before 11 a. m. It should reach you
promptly.

If there is any delay, please save the
wrapper, mark on it the hour of delivery
to you by the carrier, and send it to THE
NATIONAL PROVISIONER, Old Colony Bldg.,
Chicago, Ill.

This will aid us in obtaining proper
service for you from the Post Office.

Foreman Is the Key Man

The foreman occupies a strategic position
in modern management. He is in a
position to make or break friendly relations,
in view of the fact that to the
employees he represents the management.
He wields an untold influence.

He is "the boss" to the men, and they
judge the company accordingly—and in the
final analysis a company is judged by the
acts of its individuals and in the same
manner that a man is judged by the
company he keeps. The company's labor policy
is no sounder than the actual working
policy of each of its foremen.

On the other hand, the foreman represents
the men to the management. And
naturally, if the men in the ranks do not

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have confidence in him, he works at a
tremendous disadvantage. The job of the
foreman is to get results—he holds the
key to productive capacity.

It is a commonly recognized fact that
the human being responds to *leadership*
rather than *pressure*. Consequently the
older type of foreman is passing out, and
the modern foreman is taking his place.
He must give a square deal for everyone.
He must be dependable. He must be open-minded.
He must be the one who truly serves.
Better foremanship as a
modern business policy is a paying proposition
from every angle.

These are the views of an industrial relations
expert as outlined at a recent conference,
and they fairly represent the
opinion of those who have studied the
subject.

Packers who have been wrestling with
the problem of labor control realize the
value of a good foreman. Too many
packinghouse foremen have been simply
slave-drivers to the men, and slaves to the
boss. Those packers who have made time
studies now realize that it pays to train
foremen and encourage them to get results.

Reducing Meat Losses

The Kansas City livestock market is
feeling good over the fine record it has
made in receipts of tuberculosis-free cattle
and hogs. The record of condemnations
at this market is less than one-tenth of
one per cent.

Only one hog in every 1,250 coming on
the market has been condemned in spite
of the fact that only about one-fourth of
the receipts of hogs at that market come
from countries accredited free of tuber-
culosis.

The very small percentage of infection
in both cattle and hogs is attributed to
the fact that in the great wide open ranges
of the Western and Southwestern livestock
sections there is almost no tuberculosis.

This is an enviable record, and one every
livestock market could well strive for.
However, some of the great markets will
not be able to approach such records as
long as cattle and hogs are received there
in large numbers from the more thickly-
populated sections, where both avian and
bovine tuberculosis are more prevalent.

The efforts to eradicate tuberculosis in
all livestock sections can well have the
hearty support of the meat industry as
one means of eliminating loss on animals
that have been bought supposedly free of
the disease and that must be condemned.
The loss in such cases is heavy. The
industry welcomes every effort to overcome it.

What Is a Fair Hog Price?

A short time ago an article on country
livestock buying appeared in THE NATIONAL
PROVISIONER, written by the head of one of
the large packing companies, stating the
reasons why the packer resorted to this
method of obtaining his supply of hogs.

In the course of the article the statement
was made that "the packer is the only one
in position really to interpret a fair price,
since one set of agencies wants to secure
high prices to stimulate production, and
the other set of agencies just as ardently
seeks low prices to stimulate consump-
tion."

A Corn Belt daily takes issue with this
statement, expressing its inability to accept
the proposition that the meat packer
should be able to determine the prices that
ought to be paid for either livestock or
meat. "The packer is but one link in the
chain from the producer to the consumer,"
this paper says, "and the only acceptable
price arbiter is the free and fair competition
of the open market."

Evidently the statement made in the
article was misinterpreted. The effort was
to define a fair price level as the level
which would promote the greatest volume
of trade between producer and consumer,
and to point out that the packer was the only
one in position to recognize this fact.
This is true, because he is in the middle
and feels the position of both sides.

It cannot be doubted that the packer is
the link in the center where the pull comes
in opposite directions, and he is able to
interpret the situation by the relative
strength of these pulls.

He will pay more for hogs when the
pull from the consumer enables him to,
and he will pay less when the pull from
the consumer is lacking. All the time,
however, he faces the problem of fitting
the price the consumer permits him to pay
to the price at which the producer will let
go of his hogs.

The packer stands where he can feel the
pressure from the consumer and from the
producer. He wants a fair price level in
terms of these two pressures, because
under it he can do the greatest volume of
business. If prices rise high from the
producer's standpoint, he works on a minimum
volume because there must be relative
scarcity of products to make high prices.
If meats are low-priced, the producer is
discouraged and again the packer loses
volume.

It seems clear, therefore, that economic
forces compel the agency that stands in
the middle to make an interpretation as
near as possible of the price that can be
paid in compliance with the law of supply
and demand.

PRACTICAL POINTS FOR THE TRADE

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Handling Animal Bones

A foreign subscriber wants to know the use made in the United States of animal bones, and the preparation of bones for these uses. He says:

Editor The National Provisioner:

We will appreciate it very much if you will furnish us information on the commercial usage of bones. What products are made from bone? How is the bone prepared for the manufacture of these products? Any information along these lines will be of assistance.

Bones of animals slaughtered in the production of meat, particularly cattle bones, are among the most widely used by-products of the meat plant.

Uses of Bones.—Bones are rendered for edible tallow and for neatsfoot oil. The latter is used in the treatment of leather, lubrication of watches, etc.

Bone oil, another product of bones, is widely used in the manufacture of tankage, glue, gelatine and steamed bone.

The better grade of bones—that is, hard or commercial bone—is sold for manufacture into buttons, knife handles, toilet set handles, beads, ornaments, etc. Hard bone also is ground up for use by steel manufacturers for case hardening.

Bones also are ground up for poultry feed and fertilizer, which is one of their principal uses.

Where the production of bone is small, it is usually sold in the raw or green state, after all meat and fat has been carefully trimmed off.

Packer Bones.—What is commonly known as "packer bones" are bones from killing and cutting floors, such as skulls, jaws, blades, rumps, and knuckle ends sawed from commercial bone, which have been subjected to one or more cookings, for the purpose of collecting high-grade glue water as well as tallow.

After such cooking, the bones are still in their original shape, and after washing and drying are sold to glue or gelatine manufacturers or for pressure tank cooking for the purpose of recovering any tallow and glue left in them during the earlier low temperature cookings. The residue from this pressure cooking is steam bone.

The bones from the killing floors are carefully trimmed of all meat before being sent to the bone house. The skulls are split and the brains and other contents removed. The bones are then carefully washed in cold water and cooked for the production of commercial bone, glue or stick. If cooked for commercial or hard bones, they are carefully air-dried after cooking.

Cutting floor bones are cooked in open vats for the recovery of liquors for beef extracts, or for stick and bone oil or tallow. Cutting bones are sawed from the knuckles, leaving the marrow open, and are then given a light scald in very hot water until the marrow is slightly loosened from the bone. This marrow is then drawn out by means of compressed air. After removal of the marrow, the bones

are cooked in open vats for about four hours, the resultant water being evaporated for beef extract.

Cutting bones are classified as front shank bones, cannon and blade bones, hind shank bones and buttock and thigh bones. Commercial thigh bones must be 9 in. long or longer. Shin bones average about 6 in. in length.

All bones must be well cooked, clean and air-dried to prevent checking and cracking.

Storage of Bones.—The storage of commercial bone is extremely important. The storage room should be dry, too much moisture causing decomposition and darkening of the bone. On the other hand the room must not be too dry, as this will cause the bones to crack and depreciate. Good air circulation is also important. If these requirements are met the temperature of the room is of little importance.

Such bone as cannot be used for commercial bone, on account of its size, shape, irregularities in color, cracks, etc., is prepared as hard bone and has a number of very valuable uses, such as the case hardening of steel. Bone used for this purpose is ground up to the consistency of pebbles, and must be hard, clean and carefully sacked. After use in case hardening, the bone is often sold to fertilizer manufacturers where it is used as bone meal or is burnt or carbonized to bone black and used as bleach for oils, fats, waxes, sugar or pharmaceutical preparations.

Bone Meal.—Bone meal is also prepared

from ground bone. This is used as a high-grade fertilizer or for chicken feed.

Hard bone may be further processed by cooking at 20 to 40 lbs. pressure for about eight hours until all of the remaining marrow and glue have been removed and the bone is soft and chalky. This steam bone, when cooked from good stock, runs about 3 per cent ammonia and 24 per cent phosphoric acid. If produced from undernourished animals the ammonia and phosphoric acid content is considerably lower.

The fat rendered in this operation is used for edible tallow, and the cook water is evaporated for glue stock or stick in the same manner as tank water. The bone tankage is carefully dried and used for a high grade fertilizer.

Sausage Room Containers

Dirty tierces are the cause of much trouble in the sausage department, not only from an unsanitary standpoint but through spoiled product. Every effort should be made to avoid this condition.

A Western sausage maker is troubled with it and wants assistance in overcoming the difficulty. He says:

Editor The National Provisioner:

In connection with our sausage work we have a great deal of difficulty in cleaning tierces, especially those in which beef trimmings have been cured.

Can you suggest some way to overcome this trouble?

This inquirer complains of difficulty in cleaning tierces in which beef trimmings have been cured.

Many packers and sausage makers formerly experienced the same trouble, but it was finally overcome by providing proper facilities for cleaning. One of the most important things to have on hand in connection with this service is the proper brushes for scrubbing the tierces.

As soon as the tierces are emptied they are sent to that part of the plant equipped for cleaning them. In the case of the larger plants, this was done at the cooper shop. The only objection to this method is that the tierce is often kept in warm temperatures in the cooper shop or wash room, and is sent to the cooler in a more or less heated condition.

The placing of meat in cure is usually the last operation of the day's work in the sausage room. To prevent overtime it is not uncommon to pack the beef to be cured in a heated tierce, which is undesirable.

Trucks Replace Tierces.

Some manufacturers have entirely eliminated the tierce from their sausage-manufacturing equipment, replacing it with galvanized iron meat trucks.

After the meat has been used from such trucks they are run outside and thoroughly washed with a hose and hot water, properly dried, and returned to the curing section. As metal is more quickly susceptible to cold temperatures than wood, there is little danger of the trucks being refilled while they are still warm.

Where such trucks have been substituted for tierces, sanitary conditions have been greatly improved and labor costs have been

Tallow and Greases

How about your tallow and greases?

Are you turning out the maximum quantity of high grade material, or is too large a proportion going into lower grades? The difference between high grade and lower grade tallow and greases is sometimes due to carelessness or ignorance.

Directions for making white or brown greases, oleo oil, tank oil, mutton oil, etc., have been prepared by THE NATIONAL PROVISIONER. They are reprinted in handy leaflet form, and may be had by subscribers by sending in the coupon below, together with a 2c stamp.

The National Provisioner,

Old Colony Bldg., Chicago, Ill.:

Please send me reprint on Tallow and Greases.

Name

Street

City

Enclosed find 2 cent stamp.

October 2, 1926.

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reduced to a minimum. In view of this, and taking into consideration the life of the truck, it has been found that there is a great saving in using trucks for this purpose.

Butcher tubs are widely used in sausage rooms for handling sausage material between the different machines and the stuffer. There is no trouble here in keeping these tubs in sanitary condition.

Depreciation of Coolers

In making up income tax returns it is often difficult to know just how much depreciation can be allowed on different kinds of equipment, etc. A refrigeration engineer asks regarding the depreciation rate on chilling equipment. He says:

Editor The National Provisioner:

Is there a depreciation rate allowed by the government for refrigerators and cork-insulated storage rooms, that can be used on income tax schedules? If so, what is it?

There appears to be no specific depreciation cited for cork-insulated storage rooms. The Board of Tax Appeals has allowed a rate of 5 years, or not to exceed 20 per cent depreciation, on refrigerators and ice boxes.

The opinion of tax experts consulted regarding this matter is that the depreciation on the cork-insulated storage rooms would be somewhere between 10 and 20 per cent.

A rate of 10 per cent is allowed on all kinds of freezing equipment, while 20 per cent is allowed on refrigerators and ice boxes. It is probable, therefore, that the depreciation on this type of storage rooms would be nearer 10 than 20 per cent. However, this would depend on conditions that would have to be judged in large measure by the individual.

To Get Crinkly Lard

An Eastern provision manufacturer wants to know how to give his lard the right appearance on top. He says:

Editor The National Provisioner:

Can you advise us how to get our lard to have a nice wavy or crinkly appearance on top, such as much of the best lard in cans has? Our product is made open kettle rendered and is filled in small pails.

Should we use the lard roll or not?

This inquirer wants to know how to get a wavy or crinkled appearance on top of lard filled in cans.

The way to get this appearance on the top of lard in cans is to fill the cans while the lard is hot, and take to cooler temperatures, say 33 to 34 degs. or 34 to 36 degs. Be sure that there is a good circulation of air in this cooler.

If this is not already provided by a modern system of refrigeration, then install a revolving fan that will create a circulation of air. Should a fan be used, it must not be running too fast.

Leave the lard in the cooler over night.

The use of a lard roll would have a tendency to give the lard a smooth appearance, so if the crinkly top is desired a roll should not be used for this particular purpose.

There are two principal methods of dressing sheep. What are they, and what are their differences? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

Inside Stuff!

What's going on in the plant told by the men themselves

[EDITOR'S NOTE.—Here is the first of a series of letters written by a typical packinghouse employee to one of his friends in a plant in another packinghouse center. Read it, and see what happens afterward!]

Packingtown, Aug. 27.

Dear Grover:

I have been wanting to write you for a long time, but of course you never hear from Joe unless he wants something. . . . Yeh, I am going to ask you to find out something for me.

When I was down to K. C. last spring you was telling me about some efficiency guys that was working on the loading dock, and from some things you said I believe the same outfit is working now at our plant.

One of the smart alex was in to see me the other day, and—believe me—he didn't get much out of me! What I think is, if they know so much, why come and ask me?

This white-collar guy was telling me they cut the labor cost at the K. C. plant about 25 per cent, and that the wages of the men was increased about 15 per cent. Wish you could find out for me if this is so or not. He also told me they did not have any labor trouble.

Jack Norris, our Sweet Pickle man, says that these fellows use some kind of new radio circuit so they can tell what everybody is talking about all over the plant. But of course that's all bunk!

The Supe had us all in the lunch room the other day and told us all about it. I talked with some of the foremen afterwards, but I guess the Supe didn't know such a heck of a lot about it himself. Only he said for each foreman to get his department all cleaned up, cause these fellows was going to check up each department to see if they was any man that should be layed off.

Believe me, they won't get very far with that stuff!

The girl just came back, so I gotta give her typewriter back. Will write some more after a while.

I just come from the smoke-house wash-room, and they tell me the guys in that department each get 65 cents bonus for the extra stuff they handled yesterday.

I don't see how they can do it, 'cause the tonnage figures show one and a half cents' reduction over last month's figures. The men each got \$3.80 for the eight hours, and on top of this they get 65 cents bonus.

They got a board in the smoke-house wash-room that tells how much stuff is handled each day, and how much money the men have earned. This department has been working on the new scheme for the last week, but yesterday was the first day these wise guys put it over.

They seem to be pretty good salesmen. Anyways, they got Red Callaghan believing that he will get more money if his men make the grade.

And that's a lotta apple sauce, cause you

know they never give any foreman a raise in this place. Just as soon as he thinks he is doing fine, the boss makes me dig up a lot of figures to show how much the foreman lost during the past thirteen weeks.

The boss gave me a big thick book and said that I better begin to read up on this efficiency stuff. Maybe I better get a dictionary, so we can understand some of the stuff these guys are handing us.

I looked in the book, and it was all about setting piece rates with one of these racehorse timers. . . . Yeh, we will all be wearing riding gloves and carrying a whip soon!

Well, so-long, Grover, will write you again soon. But look up that dope for me, will you?

Your Friend,

JOE WALSH.

[Joe's next letter to his friend in K. C. will appear on this page in an early issue.]

ULMER INSURES EMPLOYEES.

Jacob Ulmer, president of the Jacob Ulmer Packing Company, Pottsville, Pa., has announced the adoption of a cooperative program of group life, health and non-occupational accident protection for the benefit of his employees.

Life insurance established under the plan exceeds \$87,500, while liberal weekly benefits are provided under the terms of the health and accident policy. Underwritten by the Metropolitan Life Insurance Company, the group plan is on a cooperative basis, whereby premiums are paid jointly by employer and employees.

While each employee in the main classification covered receives \$1,000 life insurance, under the terms of the health and accident policy he will also receive \$10 a week if sick from any cause, or unable to work due to an injury received while off the job. These payments will continue for a period of thirteen consecutive weeks.

Should an employee become totally and permanently disabled before age 60, the full amount of his life insurance will be paid to him in monthly installments. In this way, although the life insurance primarily creates death benefits for the family or other dependents of an employee, it also provides the employee himself with a temporary fixed income.

In addition to the visiting nurse service, another feature of the plan is the periodical distribution of health pamphlets by the insurance company as a part of its general group plan.

NEW LIVERPOOL ABATTOIR.

A new abattoir and meat market is to be constructed at Stanley, Liverpool, England, by the Liverpool Abattoir Corporation, according to Herbert O. Williams, American Consul at Liverpool.

The part to be immediately completed will handle 1,000 cattle, 1,500 hogs and 1,500 sheep. It is estimated that the annual slaughter at this new market will approximate 66,000 cattle, 47,500 calves, 109,000 hogs and 586,500 sheep. The cost of the entire structure is estimated at between \$3,750,000 and \$5,000,000.

October 2, 1926.

Oakite Service Men, cleaning specialists, are located at

- Albany
- Allentown, Pa.
- Atlanta, Ga.
- Baltimore
- Boston
- Bridgeport
- Brooklyn
- Buffalo
- Camden
- Charlotte, N. C.
- Chicago
- Cincinnati
- Cleveland
- Columbus, O.
- Dallas
- Davenport
- Dayton
- Denver
- Des Moines
- Detroit
- Erie
- Flint, Mich.
- Grand Rapids
- Harrisburg
- Hartford
- Indianapolis
- Jacksonville, Fla.
- Kansas City
- Los Angeles
- Louisville, Ky.
- Milwaukee
- Minneapolis
- Montreal
- Newark
- Newburgh, N. Y.
- New Haven
- New York
- Oakland, Cal.
- Philadelphia
- Pittsburgh
- Portland, Me.
- Portland, Ore.
- Providence
- Reading
- Rochester
- Rockford
- Rock Island
- San Francisco
- Seattle
- St. Louis
- Springfield, Ill.
- Syracuse
- Toledo
- Toronto
- Tulsa, Okla.
- Utica
- Vancouver, B. C.
- Williamsport, Pa.
- Worcester
- Stocks of Oakite materials are carried in these cities.



Cleaning the Oakite way is cheaper— let us prove it!

OVER 18,000 Oakite users will tell you that cleaning the Oakite way is cheaper. Cheaper than with any other material obtainable. But you don't have to take their word for it. You can find this out for yourself.

Let us send one of our Service Men to your plant, and show you how OAKITE materials clean quickly, safely, economically.

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305 W. Adams St., CHICAGO.

Selling Agent,

The Adler Underwear & Hosiery Mfg. Co.

TRADE GLEANINGS.

Miami Packing Company, Miami, Okla., has increased its capital stock from \$50,000 to \$100,000.

Palestine Kosher Sausage Company has been incorporated in St. Louis, Mo., with a capital stock of \$10,000 by Harry Rosen and others.

It is reported that the city of Anderson, S. C., is anxious to sell its municipal abattoir, as it is claimed that no revenue is being derived from it.

It is reported that the abattoir of the Centralia Meat Company at Fords Prairie, Wash., which was recently destroyed by fire with a loss estimated at \$2,000, will be rebuilt.

Shreveport Packing Company, Shreveport, La., has completed plans for the erection of a 2-story 90x125 ft. packinghouse. It is estimated that the new plant will cost around \$62,000.

It is reported that the Brazos Valley Cotton Oil Company, of Waco, Tex., has acquired the Valley Mills Cotton Oil Mill and the Temple Cotton Oil Mill, at Temple, Tex. It is believed that these mills will be combined and operated by the parent company.

Construction of a \$15,000 cattle shelter on Stacy street near Sixth avenue, South, Seattle, Wash., is announced by Frye & Co. The building will be 375 ft. long and 190 ft. wide, and will supplement the company's cattle handling facilities at the Seattle stockyards.

MEAT TRADE IN SEPTEMBER.

A review of the meat and live stock situation during the month just closed, issued by the Institute of American Meat Packers, says that "A good demand for most pork products, especially fresh pork cuts, characterized the wholesale trade during September, and, all things considered, the results for the month were satisfactory.

"In the domestic field, the brisk trade in fresh pork products was a feature. The demand was excellent during most of the month and prices were satisfactory. Towards the close of the month, however, the trade slackened somewhat.

"Of interest to consumers is the fact that picnics are now wholesaling at relatively low levels. The picnic is the shoulder cut of pork, cured and smoked in the same way that hams are. At present, smoked picnics of medium weight are wholesaling at prices that are 40 to 45 per cent lower than the prices of fancy skinned hams of medium weights. The season when picnics are consumed in the largest quantities is now at hand and the demand is increasing.

"The demand for beef was active, but was not sufficient during the latter part of the month to absorb the liberal supplies resulting from increased receipts of cattle and beef prices, as a consequence, slumped sharply.

"The export trade in American meat products during September was comparatively dull."

RE-OPEN PARAGUAY MEAT PLANT.

The large meat packing plant of the International Products Company, located at San Antonio, Paraguay, has been reopened, according to reports to the U. S. Department of Commerce.

The plant, built in 1918 at a cost of around \$6,500,000, is of modern construction and equipment, and has a capacity of 1,000 head of cattle per day. It is planned to start with about 200 cattle per day, however, and gradually increase the kill as the market expands.

Activities at the present time are confined to the production of corned beef and beef extract. If the demand warrants, it is planned to produce chilled beef at a later date.

A Page for the Packer Salesman

Don't Be Discouraged!

Salesman Who Refused to Admit Defeat Won Steady Customer

Here is the story of a salesman who used his head for something besides a place to wear his hat.

He was "up against" a hard proposition with a "hard boiled" customer. However, by not giving up the first time he was turned down, he finally won out, and made a steady customer of the man who insulted him. He says:

Editor THE NATIONAL PROVISIONER:

There are many ways to sell goods. It doesn't matter just how you do it, just so it is honestly done, for when you come back the next week you have to meet the same customer, and if you have misrepresented anything to him he surely will let you know.

I handled a merchant once who was very cross and "crusty." I called on him the first time, and he was only courteous enough to get rid of me.

Did Not Quit the First Time.

An old salesman told me he was as mean as he could be, and seemed to take a delight in it, especially to beginners, like I was then. So I made up my mind the first time he turned me down that I wasn't through with him.

Next week on my rounds I came to his place sooner than I wanted to. I called on several other customers trying to think how best to approach Mr. _____, and finally made up my mind to go in and just take things as they came.

I went in and saw he wasn't busy; clerks were waiting on several customers. I advanced with a pleasant "Good morning, Mr. _____."

He stood up and said, "Say, if your time is worth anything to you or to your little packinghouse, you needn't waste any of it calling on me!"

I asked him why. I told him we weren't the biggest house in the world, but that we sure had some good meat, and would like to have him try a shipment.

Salesman Keeps His Head.

The more I talked the meaner he got. I finally told him that as long as he felt that way I wouldn't call on him any more, and suggested that when he needed me to send for me. And then he sure cussed me out!

I studied hard to find a way to make him need me. I discovered his rival in business several doors from him where I had been selling. Whenever I had any bargains this rival got them.

The salesmanager announced one day that we were long on picnics, and gave me a special price to use if I needed it. I went to Mr. _____'s rival and sold him a good supply of picnics at a price that would enable him to run an ad in the paper as a special on them, which he did.

Mr. "Crusty" saw it, and he couldn't stand the pressure. He sent for me and wanted some of those picnics.

I asked him if that was all he wanted, and he saw the point. I told him we had lots of other good meat, and sold him from that time on as long as he stayed in business.

Yours truly,
T. C. BEERY.

HERE'S A "SELL-RIGHT" STORY.

When you find competitors selling at a price lower than you ask for your first-class product, you can make up your mind there's a reason—either something wrong with the product or the salesman.

In a letter to his salesmen Carl Aldrich of the Morton-Gregson Co. illustrates this point with one of John Hall's stories, which runs as follows:

It happened at a village Sunday School picnic. Two little boys had lemonade stands, one on either side of the entrance.

The pastor came along, and going up to George said, "Well, my man, how much do you charge for your lemonade?"

"Five cents a glass," replied George.

"And how much do you charge?" he asked, turning to Harry, who ran the competing stand.

"Two cents a glass," replied Harry.

The pastor cast a censorious eye upon George and said to Harry, "I'll try a glass of yours, my boy."

As he quaffed the fluid, he smacked his lips and said, "That's good, I'll have another glass," and he smiled when he thought he was getting two glasses at less than George asked for one.

"Tell me, my little man," he said turning to Harry, "how can you afford to sell your lemonade for two cents a glass when George is asking five cents?"

"Well, you see," said Harry, "the cat fell in my pail!"

You will notice that the boy who knew his product was all right made no effort to cut his price, says Carl.

In which class of salesmen do you wish to place?

WHAT IS PROFIT?

Profit, according to some of the old school arithmetics, is the difference between the price which a merchant pays for an article, and the price for which he sells it. Some merchants and accountants call it gross profit.

In modern trade language both are wrong. Only a small part of the difference between the cost price and the selling price is profit. Out of the difference must come the expenses which sometimes absorb from 90 to 95 per cent of the entire margin.

How numerous these items are is indicated by the following list: Wages, rent, heat, light, power, telephone, supplies, bad debts, losses due to markdowns, returns and pilfering; unknown losses due to other causes and mistakes; deliveries, small purchases, long credits, taxes, and buying by the merchant in small shipments.

If the retail merchant succeeds in meeting these costs out of the margin between buying and selling prices, what is left is profit.

Most of the above costs cannot be eliminated, but the merchant can secure lower prices for strictly quality products by buying in larger quantities and in this way get the usual quantity discount which we offer.—Old Hickory Smoke.

Says to Get Order First

Veteran Sales Manager Declares This Method Best

Although he believes that the salesman should handle each customer according to the merits of his individual case, this veteran sales manager says to get the order before attempting to make the collection, as a general rule. He has some valuable ideas to pass on, and writes as follows:

Editor THE NATIONAL PROVISIONER:

There are different ways by which a salesman can become an efficient collector, and also maintain the good will and sales volume of the customer.

The writer in his twenty-five years' experience with the sales department of packing concerns has adopted different methods in order to try to pick out the most efficient manner in which a salesman can handle both the sales department and credit department to advantage.

Most credit managers claim that a salesman should present his statement before he asks the retailer for an order, but I have found that this does not always work to advantage. I have found that about every customer called on has a little different personality, and should be approached in a little different manner.

Get the Order First.

The writer's personal experience, which has worked out to advantage, has been to approach the customer in a manner to show him we have the greatest confidence in him and book his order, and after the order has been booked present his statement.

If he makes any suggestions that he is unable to pay his statement, I then have a good chance to come back at him by stating that I would be unable to turn the order in without a check, as our terms of credit had not been lived up to, and therefore he could not expect our credit department to pass on the order.

I have found by acting in this manner that most customers do not want their order cancelled and will pay their statement. And at that time I try to impress upon their mind that we pay cash for our product, and by giving a customer credit we are giving him more than we receive. I find that it works to good advantage to show the customer that we are willing to do our part if he will only do his.

Presenting his statement when I first walk into a customer's market is liable to create the impression that we are suspicious of him, and is not liable to work to advantage. Of course, this does not apply to customers who have ignored our request for payment, and in such cases the statement should be presented and payment made before the order is taken.

Yours truly,

SALES MANAGER.

Did you know that a whole lamb is served in Arabia, and the diners help themselves by tearing off the meat with their fingers?

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States, with comparisons, during the week ending Sept. 25, 1926, are reported as follows by the U. S. Department of Commerce:

	Week ending		to		Jan. 1, 1926
	Sept. 25,	Sept. 26,	Sept. 18,	Sept. 25,	
	1926.	1925.	1926.	1926.	M lbs.
	M lbs.	M lbs.	M lbs.	M lbs.	M lbs.

Hams and Shoulders, Including Wiltshires.

Total	1,204	2,384	2,138	149,412
To Belgium				1,350
United Kingdom	1,000	2,084	2,010	132,085
Other Europe				1,933
Cuba	150	230	110	5,853
Other Countries	15	41	18	8,191

Bacon, including Cumberlands.

Total	2,706	4,044	5,082	127,034
To Germany	213	483	455	9,832
United Kingdom	1,789	3,101	3,885	78,183
Other Europe	610	1,035	714	26,282
Cuba	26	30	...	13,664
Other Countries	59	85	28	5,073

Lard.

Total	17,270	13,540	11,206	532,859
To Germany	7,400	6,200	3,900	138,134
Netherlands	1,157	284	631	3,134
United Kingdom	4,953	3,307	4,374	183,665
Other Europe	771	1,380	810	26,309
Cuba	1,670	1,300	1,086	58,423
Other Countries	1,007	800	815	70,905

PICKLED PORK.

Total	403	397	450	21,222
To United Kingdom	21	114	21	2,416
Other Europe	...	...	108	1,611
Canada	335	233	262	6,212
Other Countries	48	50	68	10,983

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, Bacon, M lbs.	Pickled pork, M lbs.	Lard, M lbs.	
Total	1,264	2,706	17,270	403
Boston				2
Detroit	726	1,107	2,413	31
Port Huron	302	221	1,018	311
Key West	136	1	1,280	...
New Orleans	29	34	1,447	48
New York	11	1,343	11,153	11
Philadelphia	...	...	...	...

DESTINATION OF EXPORTS.

Exported to:	Hams and shoulders, Bacon, M lbs.	Pickled pork, M lbs.	Lard, M lbs.
United Kingdom (total)	1,090	1,798	
Liverpool	509	1,311	
London	108	118	
Manchester	66	...	
Glasgow	150	83	
Other United Kingdom	206	286	
Exported to:			
Germany (total)	7,403	...	
Hamburg	6,983	...	
Other Germany	420	...	

*Corrected to August 31.

MEATS AND FATS EXPORTS.

Domestic exports of meats and fats from the United States during August, 1926, with comparisons, are announced as follows by the U. S. Department of Commerce:

MONTH OF AUGUST.

	1926.	1925.
Total meats and meat products,	38,737,388	42,398,233
Value	\$ 8,539,270	\$ 8,912,572
Total animal oils and fats, lbs.	64,970,444	59,861,658
Value	\$10,223,468	\$10,461,063
Beef, fresh, lbs.	185,058	333,571
Pork, fresh, lbs.	373,328	1,068,102
Wiltshire sides, lbs.	301,886	593,783
Cumberland sides, lbs.	692,995	2,454,915
Hams and shoulders, lbs.	15,971,573	16,747,042
Bacon, lbs.	135,665	11,181
Pickled pork, lbs.	2,380,037	2,486,571
Oleo oil, lbs.	6,477,914	7,335,757
Lard, lbs.	54,272,833	45,739,668
Neutral lard, lbs.	1,202,341	1,845,661

EIGHT MONTHS ENDED AUGUST.

	1926.	1925.
Total meats and meat products,	339,300,106	429,327,862
Value	\$70,262,733	\$86,822,156
Total animal oils and fats, lbs.	589,160,700	582,228,300
Value	\$90,193,431	\$96,119,390
Beef, fresh, lbs.	1,770,840	2,470,905
Pork, fresh, lbs.	9,525,586	14,202,156
Wiltshire sides, lbs.	5,942,021	9,277,547
Cumberland sides, lbs.	10,509,309	16,958,777
Hams and shoulders, lbs.	135,665,621	183,963,108
Bacon, lbs.	102,770,489	118,693,682
Pickled pork, lbs.	19,280,333	17,877,841
Oleo oil, lbs.	64,013,048	67,840,501
Lard, lbs.	454,227,530	472,018,317
Neutral lard, lbs.	12,147,261	12,500,733
Lard compounds, animal fats,	6,536,062	7,941,748
Margarine, animal fats, lbs.	1,074,928	570,502
Cottonseed oil, lbs.	25,665,000	32,874,651
Lard compounds, vegetable fats, lbs.	4,565,698	4,644,376

MONO SERVICE SALES MEET.

C. K. Woodbridge, president of the Associated Advertising Club of the World, president of the Dictaphone Corporation of New York, vice president American Management Association, and O. F. McCormick, of S. F. Whitman and Son, Philadelphia, Pa., addressed the district managers and home office executives of the Mono Service Company of Newark, New Jersey, at their recent annual sales convention at the home office of the company, Newark, N. J.

Many phases of the packaged food industry were covered, especially those for which the Kleen Cup is most widely used: Sausage Meat, Ice Cream, Cottage Cheese, Peanut Butter, Confections and like products.

The Mono Service Company were pioneers in the paper container business, establishing the first factory for the production of paper packages on a large basis. The first Kleen Cup was produced sixteen years ago and ever since that time the company has enjoyed a steady growth. At the present time their factory buildings occupy three city blocks, with additional structures being placed with the group as the continued growth of the business demands.

Elmer Z. Taylor, vice-president of the organization, designed the Kleen Cup and the machinery for production. He has steadily improved the package and continues to advance the methods of manufacture. Elbert Beeman is general manager of this well-organized and successfully-operated corporation.

The following district managers attended the convention: H. S. Burkhardt Jr., Chicago; T. Dunne, New Orleans; Ira Farr, Minneapolis; W. B. Godfrey, Pacific Coast; J. W. Hall, Northwestern territory; E. J. Hess, Omaha; H. L. Pfeiffer, Boston; George F. Reid, Memphis; E. W. Smith, Philadelphia; S. J. Southwick, Denver; D. L. Taylor, Cleveland; G. S. Taylor, New York; W. W. Wright, Baltimore; G. M. Staples, Louisville.

DANISH BACON EXPORTS.

Exports of bacon from Denmark for the week ending, Sept. 25, 1926, amounted to 3,690 metric tons, according to cable reports to the U. S. Department of Commerce. Of this amount, 3,673 metric tons went to England.

LARD AND GREASE EXPORTS.

Exports of lard from New York, Sept. 1, to Sept. 29, 29,292,545 lbs.; tallow, 240,000 lbs.; greases, 3,963,000 lbs.; stearine, 3,600 lbs.



EXECUTIVES AND MANAGERS OF MONO SERVICE COMPANY AT RECENT SALES CONVENTION.

This shows the home office executive and district managers of the Mono Service Company at the recent sales convention, held at Newark, N. J.

Elmer Z. Taylor, founder and vice-president of the company, is the fifth from the right in the front row, holding the little instrument in his arm. On Mr. Taylor's right is Elbert Beeman, general manager of the company.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Irregular—Some Improvement in Demand—Developments Unsettling.

Hog prices have been irregular the past week. The weights have not been so satisfactory as might naturally have been expected and there have been a good many complaints of light weight hogs and young pigs coming into the market.

The average weight at Chicago the past week was 259 lbs., or 7 lbs. under the preceding week. But even at this loss the average is better than a year ago.

Hog Movement Smaller.

Receipts of hogs at the principal markets for the week were 326,000 against 340,000 last year. The movement has been smaller this week with the movement of the middle of the week on one day 20,000 hogs under last year. The top price was high and held well up to the high of the past week for good quality hogs.

The official statistics of animals slaughtered in August under Federal inspection showed an increase of nearly 400,000 hogs compared with last year, although the total for 8 months is 1,900,000 less than last year, due to the loss in movement early in the season. The cattle movement was the same for August and sheep showed a slight increase.

The comparative totals of the August and 8 months slaughter follow:

	1926.	1925.
Hogs, August	2,833,615	2,452,825
Hogs, 8 months	27,040,023	28,051,453
Cattle, August	811,225	811,144
Cattle, 8 months	6,379,556	6,132,174
Calves, August	379,311	438,772
Calves, 8 months	3,452,919	3,600,580
Sheep, August	1,083,231	1,030,751
Sheep, 8 months	8,358,414	7,972,074

The U. S. Bureau of Agricultural Economics' report of meat production for July and for 7 months this year makes very interesting comparisons. The average dressed weight of hogs this year was 185.36 lbs. against 170.55 lbs. last year. The average dressed weight of cattle was 968.11 lbs. and last year 966.42 lbs.

The comparative figures of production of all meats was as follows for the seven months:

	1926.	1925.
Hog Products, lbs.	4,461,390,255	4,450,075,183
Beef, lbs.	2,899,892,098	2,749,786,810
Veal, lbs.	301,004,390	298,788,506
Mutton, lbs.	286,038,444	272,234,965

Total, lbs. 7,048,825,187 7,780,485,414

The gain in beef was due to the increased number of cattle slaughtered with the slight increase in dressed weights of both calves and cattle.

Hog Weights Heavier.

The gain in hog product, although slight, was the direct result of the gain of 15 lbs. in weight as the packing showed a decrease of 2,292,000 for the period. The total product was slightly larger than last year, while the exports in most cases showed a slight decrease compared with last year. Yet with those conditions the stocks have not accumulated and at the end of July were less than last year, showing that the domestic distribution has taken care of the increased supply.

The exports for the month of August and for 8 months of hog product have just been issued and there is a further decrease in the shipments of meats for the month but a slight increase in lard compared with last year. The figures for the 8 months show a decrease in nearly every item compared with last year. In hams the decrease is 51,000,000 lbs.; bacon 16,-

000,000 lbs., while lard shows an increase of 12,000,000 lbs.

The figures using the Department of Commerce returns on hog products up to the middle of September show a loss in lard exports compared with last year for the season's totals. The shipments of lard amounted to 501,417,000 lbs. from January 1 to Sept. 18, compared with 512,385,000 last year.

Exports of hams have been 140,919,000 lbs. against 202,709,000 lbs. a year ago; and bacon 124,219,000 lbs. against 151,474,000 lbs. last year.

PORK.—The market was very quiet but steady with mess New York \$37; family, \$40; and fat backs, \$30.50@32.50.

At Chicago the market was also quiet with mess quotable at \$33.

LARD.—Domestic and export demand

has been moderate and the market fairly steady with prime western quoted at 15.00 @15.10c; middle western, 14.85@14.95c; city, 14%@14%c; refined Continent, 15%@15%c; South American 16%@16%c; Brazil kegs, 17%@17%c; compound, 12%@12%c.

At Chicago regular lard in round lots quoted at September price; loose lard, 40c under September; leaf lard 70c under September.

BEEF.—Demand was moderate but the market steady with mess New York \$18@20; packet, \$18@20; family, \$21@23; extra India mess, \$34@35; No. 1 canned corned beef, \$3; No. 2, \$8.25; 6 lbs., \$18.50 and pickled tongues, \$55@60 nominal..

SEE PAGE 48 FOR LATER MARKETS.

EUROPEAN PROVISION CABLES.

There was a slightly firmer tone manifested in the Hamburg provision market during the past week, according to E. C. Squire, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Lard receipts again show an increase for the week amounting to 1,700 metric tons, compared with 1,500 metric tons for the previous week, and 800 tons two weeks previous.

At the 20 most important Germany livestock markets the arrivals of pigs totaled 71,000, or 6,000 more than the total for the same week of the year 1925. The top Berlin price for live hogs, however, was almost \$0.04 per pound less than in 1925, being 17.95 cents per pound compared with 21.63 cents per pound for the same week of 1925. The Dutch market for animal oils continues weak.

The Liverpool market for pork cuts and lard remains about the same with little apparent interest manifest.

The total of pigs in Ireland bought alive and dressed for bacon curing was 23,000, compared with 20,000 for the previous week, and 18,000 for the same week of 1925.

The estimated Danish slaughterings of hogs for the preparation of bacon for the week ended September 24 totaled 58,500, compared with 59,000 for the previous week.

Hamburg.

STOCKS.	DEMAND.	PRICES.
Refined lard.....	Med.	Poor @15.20
Fat backs.....	Lt.	Good *See ft. note.
Frozen livers.....	Med.	Poor @6.38
Extra oleo oil.....	Med.	Poor @12.75
Extra oleo stock.....	Med.	Poor @12.02

Rotterdam.

Ex. neutral lard.....	Lt.	Poor @17.65
Ex. oleo oil.....	Med.	Poor @12.06
Prime oleo oil.....	Med.	Poor @11.83
Ex. oleo stock.....	Lt.	Poor @12.01
Fat backs.....	Lt.	Poor @16.00
Refined lard.....	Lt.	Poor @16.00
Ex. premier jus.....	Hvy.	Poor @4.48
Prime premier jus.....	Hvy.	Poor

Antwerp.

Refined lard.....	Lt.	Poor 15.65@16.11
Picnics.....	Lt.	Poor
Clear bellies.....	None	Poor

Liverpool.

Hams, AC, light.....	Med.	Avg. 28.21@29.08
Hams, AC, heavy.....	Med.	Avg. 27.34@28.21
Hams, long cut.....	Lt.	Avg. 30.38@31.25
Picnics.....	Med.	Poor 18.01@19.53
Square shoulders.....	Med.	Poor 18.23@18.88
Cumberlands, light.....	Med.	Poor 23.65@24.09
Cumberlands, heavy.....	Med.	Poor 23.65@24.09
American Wiltshire.....	Med.	Poor 20.83@21.26
Clear bellies.....	Med.	Poor 23.87@24.30
Refined lard in boxes.....	Hvy.	Poor @16.27

*10-12 average, 14.18 cents per pound; 12-14 average, 14.86; 14-16 average, 15.36 cents per pound.

The National Provisioner.

Old Colony Bldg.

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EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Sept. 22, 1926.—A few cars of ground tankage changed hands at \$4.25 & 10c f.o.b. New York which is the market today. Stocks are very limited but inquiries are few.

No sales of blood or South American blood and tankage were reported within the past week. Buyers show no interest at present prices quoted. Cracklings find a ready market, sales of 50% unground were at \$1.15 New York and sellers are now holding for \$1.20 for this grade.

Not much interest is being shown in fertilizer materials by manufacturers or mixers and this condition will no doubt continue until the mixing season gets into full swing.

Nitrate of soda was more active due to heavy buying by sulphuric acid manufacturers as far as deliveries at New York were concerned.

Bone meal, both raw and steamed, continues scarce for early shipments.

Meat Production and Consumption Statistics

Meat and livestock production and consumption figures for July, 1926, are compiled by the U. S. Bureau of Agricultural Economics, and announced as follows, with comparisons:

CATTLE, CALVES, BEEF AND VEAL.

	July 3-year-average ¹ , 1923.	1926.	January-July 3-year-average ² , 1923.	1926.
Inspected slaughter:				
Cattle	783,084	862,053	5,114,011	5,321,630
Calves	424,208	472,819	2,890,465	3,161,808
Carcasses condemned:				
Cattle	5,465	6,835	6,035	44,914
Calves	625	750	674	7,704
Average live weight:				
Cattle, lbs.	942.96	946.43	959.44	962.39
Calves, lbs.	180.78	184.18	184.98	182.05
Average dressed weight:				
Cattle, lbs.	509.14	501.94	521.80	523.83
Calves, lbs.	102.66	103.72	108.17	94.35
Total dressed weight (carcass, not including condemned):				
Beef, lbs.	305,907,048	420,268,123	447,514,987	2,653,414,606
Veal, lbs.	45,517,210	48,962,997	45,943,260	271,284,932
Storage:				
Beginning of month—				
Fresh beef, lbs.	35,955,000	36,452,000	23,987,000	69,404,000
Cured beef, lbs.	25,442,000	25,102,000	24,691,000	25,398,000
End of month—				
Fresh beef, lbs.	26,839,000	26,970,000	23,509,000	59,481,000
Cured beef, lbs.	21,621,000	22,704,000	22,539,000	24,871,000
Exports ³ :				
Fresh beef and veal, lbs.	234,344	328,926	272,052	1,928,991
Cured beef, lbs.	1,858,410	1,894,335	1,941,918	12,375,514
Canned beef, lbs.	130,518	152,335	208,918	1,184,210
Olive oil and stearin, lbs.	8,000,000	8,781,538	7,588,703	63,000,544
Tallow, lbs.	6,630,353	1,297,422	551,662	10,387,707
Imports: Fresh beef and veal, lbs.	1,595,762	1,468,956	1,409,893	9,872,825
Receipts, cattle and calves ⁴ :	1,800,309	1,969,702	1,820,744	12,153,032
Stocker and feeder shipments ⁴ :	211,803	243,160	198,280	1,549,300
Cattle on farms Jan. 1.				1,496,552
Price per 100 pounds:				
Cattle, average cost for slaughter..	\$7.33	7.55	7.40	7.36
Calves, average cost for slaughter.	\$8.10	8.08	9.80	8.58
At Chicago—				
Cattle, good steers.....	\$10.00	11.96	9.70	10.45
Veal calves.....	\$9.69	10.91	11.38	9.45
At eastern markets—				
Beef carcasses, good grade.....	\$16.83	18.30	15.42	15.58
Veal carcasses, good grade.....	\$16.59	16.96	19.17	17.17

HOGS, PORK AND PORK PRODUCTS.

Inspected slaughter, hogs.....	3,658,878	2,819,385	3,127,302	20,890,214	26,468,628	24,206,400
Carcasses condemned.....	15,163	11,540	12,369	118,401	101,270	85,917
Average live weight, lbs.....	236,81	241,14	259,69	225,82	224,66	241,33
Average dressed weight, lbs.....	179,39	182,38	197,85	172,39	170,55	185,36
Total dressed weight (carcass, not including condemned), lbs.....	648,885,322	512,094,771	616,289,494	5,118,465,044	4,459,075,133	4,461,390,255
Lard, per 100 pounds live weight, lbs.	16.22	14.27	16.22	16.74	15.62	16.59
Storage:						
Beginning of month—						
Fresh pork, lbs.	100,722,000	168,527,000	120,707,000	182,307,000	180,990,000	100,755,000
Cured pork, lbs.	649,210,000	570,128,000	481,469,000	631,017,000	584,629,000	408,123,000
Lard, lbs.	140,778,000	145,919,000	120,527,000	98,883,000	130,225,000	85,948,000
End of month—						
Fresh pork, lbs.	163,662,000	131,935,000	133,104,000	190,045,000	190,341,000	120,490,000
Cured pork, lbs.	618,431,000	537,601,000	509,569,000	643,320,000	587,635,000	482,024,000
Lard, lbs.	146,392,000	145,924,000	153,572,000	112,221,000	142,336,000	101,818,000
Exports ³ :						
Fresh pork, lbs.	1,959,912	566,413	505,351	19,886,414	13,166,834	9,152,258
Cured pork, lbs.	53,732,225	37,419,934	24,431,054	415,063,455	315,314,285	242,706,601
Canned pork, lbs.	268,708	343,474	498,357	2,068,232	2,743,954	4,143,909
Sausage, lbs.	998,835	778,156	549,475	7,354,885	7,876,026	5,085,820
Lard, lbs.	70,963,338	51,644,747	47,122,562	568,579,105	437,583,721	440,905,617
Imports: Fresh pork, lbs.	333,778	785,081	515,310	1,978,539	4,322,508	3,304,642
Receipts of hogs ⁴ :	3,690,153	2,798,187	2,853,730	30,826,986	27,025,520	23,423,583
Stocker and feeder shipments ⁴ :	30,591	35,362	48,822	342,632	285,946	422,061
Hogs on farms January 1.		55,769,000	51,223,000			
Price per 100 pounds:						
Average cost for slaughter.....	\$9.27	\$13.31	\$12.64	\$8.99	\$12.06	\$12.77
At Chicago—						
Cattle, good, medium weight.....	9.82	13.77	13.63	9.21	12.32	13.06
At eastern markets—						
Fresh pork joints, 10-15 lbs.....	10.59	25.20	25.78	17.58	21.87	25.38
Shoulders, sliced.....	13.11	18.58	20.72	12.98	16.44	19.32
Picnics, 6-8 lbs.....	12.54	18.08	19.88	11.53	14.96	18.35
Butts, Boston style.....	16.40	22.67	25.89	15.63	20.01	23.92
Bacon, breakfast.....	24.79	31.25	33.50	23.77	27.16	30.31
Hams, smoked, 10-12 lbs.....	23.57	27.26	35.54	22.16	24.50	30.58
Lard, tierces.....	14.59	18.72	17.38	14.18	17.00	16.43

Inspected slaughter, sheep and lambs	1,027,866	1,071,074	1,041,083	6,764,413	6,941,323	7,265,162
Carcasses condemned	736	846	1,221	6,636	6,596	7,598
Average live weight, lbs.	74.80	75.20	75.59	81.64	82.25	82.51
Average dressed weight, lbs.	36.37	36.79	36.46	39.00	39.32	39.41
Total dressed weight (carcass, not including condemned), lbs.	37,350,409	39,373,688	37,985,245	263,264,058	272,234,065	286,038,444
Storage, fresh lamb and mutton:						
Beginning of month, lbs.	2,669,000	1,535,000	1,871,000	3,227,000	2,159,000	2,396,000
End of month, lbs.	2,119,000	1,349,000	1,831,000	8,055,000	1,031,000	2,395,000
Export, fresh lamb and mutton ³ , lbs.	209,364	294,059	293,333	1,143,389	1,013,192	890,324
Imports, fresh lamb and mutton, lbs.	60,299	96,166	86,180	1,026,007	455,398	1,131,603
Receipts of sheep ⁴ :	1,676,967	1,068,555	1,738,547	10,680,062	10,890,061	11,599,394
Stocker and feeder shipments ⁴ :	202,238	193,022	259,533	988,366	968,106	1,087,519
Sheep on farms January 1.		39,390,000	40,748,000			
Price per 100 pounds:						
Average cost for slaughter.....	\$12.48	\$13.50	\$12.75	\$12.28	\$14.48	\$18.23
At Chicago—						
Lamb, 84 lbs., down, medium-prime.....	13.78	14.60	13.72	14.49	15.31	14.20
Sheep, medium-choice.....	6.47	7.48	5.97	7.92	8.53	8.05
At eastern markets—						
Lamb carcasses, good grade.....	26.21	27.17	27.68	25.68	26.05	26.84
Mutton, good grade.....	15.73	15.36	16.16	16.18	16.03	16.40

¹ 1923, 1924, and 1925.

² Average, not total.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW.—A rather moderate trade and an easy undertone again ruled the tallow market, a fair business in extra passing at 8½c f.o.b. New York followed by moderate sales of outside stuff equal to extra at 8½c f.o.b., a decline of ½c from last week's levels.

Conditions generally continued against the market and the feeling prevailed that with consumers going slow the prospects were that extra would bring no better than the same price as the outside stuff. The grease markets in general showed no particular betterment and although offerings were not heavy the majority continued to look upon the market as one where the buyer had the advantage. Reports had it that the western market was easy and this had some influence in the east.

At New York special was quoted at 8@8½c; extra, 8½@8½c; and edible at 9½c.

At Chicago the market was easy due to limited demand and increased offerings with prime packer 8½c bid, f.o.b. Chicago and 8½c asked, while round lots of prime packer sold at 8½c f.o.b. Missouri River. Chicago quoted edible at 9½@9½c; fancy 8½@8½c; No. 1, 7½@8c and No. 2, 6½@6½c.

At the London auction on Sept. 29th, 531 casks offered, 63 sold, at prices unchanged to 6d lower than two weeks ago, with mutton quoted at 43s@45s, beef at 42s6d@45s6d and good mixed at 40s6d@42s6d. At Liverpool Australian tallow was unchanged with fine quoted at 44s and good mixed at 42s9d.

STEARINE.—The market has been very quiet with demand slow, but offerings steadily held, with extra at New York quoted at 12½@12½c nominal.

At Chicago demand was limited and olio quoted at 12½c.

OLEO OIL.—Demand was slow, both domestic and export, and prices were barely steady with extra quoted at 11½c; medium 11½c nominal; and lower grades 10½c nominal.

At Chicago the market was also quiet with extra quoted at 12c.

SEE PAGE 45 FOR LATER MARKETS.

LARD OIL.—The market was more active with consumers taking hold more liberally around these figures, giving the market a steady undertone. At New York edible quoted at 17c; extra winter, 12½c; extra, 12½c; extra No. 1, 11½c; No. 1, 11½c; No. 2, 11½c.

NEATSFOOT OIL.—Consuming demand was spasmodic and mainly for immediate requirements with the market about steady and prices nominally quoted at New York pure 15½c, extra 11½c, No. 1, 11½c, and cold test 18½c.

GREASES.—With demand slow and heaviness in competing quarters, grease prices had been marked down somewhat with more pressure to sell and without bringing about any material improvement in demand. Heaviness in tallow as well as in coconut oil has made for a continuance of bearish sentiment and buyers continue to argue that comparatively greases are too high.

At New York yellow and choice house was quoted at 7½c; A white, 8½c; B

white, 8c; and choice white all hog, 9½@10c.

At Chicago the market for greases was easier due to limited demand and liberal offerings, brown grease selling at 6½c f.o.b. Chicago, while domestic and export demand for choice white grease was less active. Chicago quoted yellow at 7½@7½c; B white, 7½@8c; A white, 8½c and choice white all hog, 8½@9c.

Packinghouse By-Products

Chicago, September 30, 1926.

Blood.

For the first time in many weeks prices worked higher, being about 25c per unit above the recent low level. The chief support was from feed buyers, so far as the Middle West was concerned. However, South American was offered as low as \$3.75 c. i. f.

Unit ammonia.

Ground \$4.00@4.10

Crushed and unground 3.80@3.90

Digester Hog Tankage Materials.

More buyers made their appearance this week than for several weeks, and the result was an advance of 15@25c per unit over last week. Offerings were absorbed about as fast as they appeared, although the total was exceptionally small for this time of year. Manufacturers of digester who lowered their price from \$70 per ton f. o. b. production points to \$65, boosted it back to \$70 this week, due to the marked increase in the demand for 50% as well as 60% protein goods.

Unit ammonia.

Ground, 6 to 12% ammonia \$4.50@5.00

Unground, 11 to 13% ammonia 4.65@4.85

Unground, 6 to 10% ammonia 4.25@4.55

Liquid sticks, 8 to 12% ammonia 3.35@3.50

Fertilizer Materials.

This branch of the trade was as dull and featureless as last week, when an almost record drop of the price of cottonseed meal caused the few fertilizer buyers who were in the market to withdraw entirely from the market, so far as animal ammoniates were concerned. Hoof meal was offered at \$3.25 per unit, with best counter bids at \$3.00.

Unit ammonia.

High grade, ground, 10-11% ammonia \$8.25@8.35

Lower grade, ground, 6-9% ammonia 3.00@3.15

Medium to high grade, unground 2.85@3.15

Lower grade and renderers', unground 2.60@2.75

Bone tankage, unground 2.75@3.00

Hoof meal 3.25@3.85

Grinding hoofs per ton 36.00@38.00

Bone Meals.

With the fall buying season at a close, sellers were willing to lower their asking prices in the endeavor to find outlet for nearby shipments. However, buyers were conspicuous by their absence.

Per Ton.

Raw bone meal \$32.00@46.00

Steam, ground 27.00@36.00

Steam, unground 25.00@30.00

Cracklings.

All price changes tended downward, with offerings scant. Hard pressed sold at \$1.15 per unit protein f. o. b. Middle-West production points, and \$1.25 f. o. b. Eastern points.

Per Ton.

Pork, according to grease and quality \$60.00@95.00

Beef, according to grease and quality 45.00@75.00

Horns, Bones and Hoofs.

With the increased supplies of cattle, buyers of the following materials were indifferent, although prices did not show a perceptible weakening.

Per Ton.

Horns \$75.00@200.00

Round shin bones 45.00@48.00

Flat shin bones 42.00@45.00

Thigh, blade and buttock bones 40.00@45.00

Hoofs 36.00@38.00

(NOTE.—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

The only items in this department of trade which showed price advances were cattle jaws, skull and knuckle bones, being \$1.00@2.00 per ton higher than recently, although sellers were holding their hide materials \$2.00@3.00 above buyer's price views.

Per Ton.

Kip and calf stock \$30.00@35.50

Rejected manufacturing bones 41.00@43.00

Horn pits 35.00@36.00

Cattle jaws, skulls and knuckles 36.00@37.00

Sinewa, pizzles and hide trimmings 21.00@22.00

Animal Hair.

The major portion of coil dried hair contracts over 1926-27 have been contracted at a range of from \$75.00@85.00 per ton f. o. b. production points, the price depending on the quantity and quality. The few contracts which remain are being held \$5.00@10.00 per ton above that which buyers will concede. There was some trading in processed grey winter at 9½c per lb., according to quality, and summer at around 6½c, f. o. b. production points.

Per Ton.

Coil and field dried 31.00@4.4%

Processed grey 6½@10½

Black dyed 7½@11½

Cattle switches, each 3½@4%

Pig Skins.

By reason of scant offerings, the market was a nominal affair.

Per Ton.

Tanner grades 6½@6%

Edible grades, unassorted 4½@4%

Hot Water Control

Water too hot—or water not hot enough—causes loss of value in meat, loss of time of workmen, loss of steam used for heating.

Avoid all these losses, as well as others caused by the same conditions—by using Powers automatic heat regulators. They are Accurate, Dependable, and Durable. There is one for every place where hot or warm water is used, and we'll send one for a free test, if you will state the place where you will use it.

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(3245)

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio
Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

October 2, 1926.

MEAT PACKING LEADS.

(Continued from page 28.)

during the last few years has been materially greater than before the war, "and the increase has probably exceeded that in population."

The average production in federally-inspected plants for the five pre-war years was 8,716,000,000 lbs. annually, while for the five years 1921-1925, the average was 11,742,000,000 lbs. or 34.7 per cent larger. The increase over pre-war appears in beef, veal and pork but not in mutton.

The great bulk of the meat manufactured is consumed in this country, although the export of meat is an important factor. Estimating approximately the slaughter on farms and in small plants, the government calculates the total output of meat excluding lard (less exports) in 1925 at 17,960,000,000 lbs., representing a per capita consumption of 156 lbs.

Meat Production and Consumption.

The production of meat in federally-inspected plants in 1925 was 11,804,000,000 lbs., or about 7 per cent less than the year before, although materially greater than during the years from 1919 to 1922. The decrease was in pork, which fell off from the record years of 1923 and 1924, due to low prices and a short corn crop.

The apparent consumption of pork and lard in 1925 was 6,297,000,000 lbs., or one-eighth less than that of the preceding year, the decrease being less marked than that in production.

Cattle and calf slaughter during the year was heavier than at any time during 1924, and stocks of meat on hand at the end of the 12 months were much smaller than 12 months before, and smaller than at any year and since 1921. The output of mutton and lamb has remained fairly stable from month to month and year to year.

Pork Export Situation.

In commenting on the export situation on meats and animal fats, the Yearbook calls attention to the highly important place pork and hog fats have held. Formerly beef products were important, but with growing demand at home and increased cost, the exports of this product dwindled. Although pork exports have fallen from the 1923 peak, during the post-war years they have averaged much above the pre-war years. Lard exports during 1925 were 45 per cent greater than on the average from 1910 to 1914.

The total exports of meats in 1925 were 611,630,000 lbs., nearly one-fourth less than those in 1924, which in turn were nearly one-fourth less than in 1923. Pork, which makes up the great bulk of the meat export item, goes chiefly to northwestern Europe, the United Kingdom being the largest market. The decreases of pork exports in 1925 were most marked in the case of Germany and the Netherlands.

Exports of animal fats in 1925 totalled 941,168,000 lbs. or 23 per cent less than the year before, but there was only a comparatively small decline in the total value. Germany and the United Kingdom are the largest markets for lard. The exports of lard to most countries were less in 1925

than the year before, the decrease being conspicuous in the case of Germany.

A less marked decline appeared in the exports of oleo oil, the smaller shipments to the Netherlands being made up in part by larger exports to Germany and the United Kingdom.

In commenting on the decline of exports of meat and lard, the Yearbook says:

"The decrease in exports of pork and lard in 1925 was due, not to diminished consumptive power in European markets or sharper competition of other producing countries, but rather to the smaller total output in this country and the much higher prices."

Hide and Skin Trade.

A decline of about 1 per cent from 1924 is noted in the number of hides and skins tanned in 1925, the total being 119,782,000.

The number of hides and skins represented in the production of leather in 1924 and 1925, respectively, was as follows: Cattle hides, 22,773,000 and 22,817,000; calf and kip skins, 16,455,000 and 13,877,000; sheep and lamb skins, 38,780,000 and 33,089,000.

The imports of raw hides and skins for 1925 totalled 362,288,000 lbs., a slight increase compared with 1924, but much less than in 1922 and 1923. A marked gain was shown in imports of goat and kid skins, but a considerable decline in those of cattle hides and calf and kip skins.

South America, particularly Argentina, is the chief source of imported cattle hides, and British India and China of goat skins. Sheep and lamb skins come principally from New Zealand, Argentina and Australia.

An Encyclopedia of Industry.

The Yearbook gives statistics of production, prices, exports and imports of all of the major industries of the United States, with a brief economic review and statistics of each of the countries of the world entering international trade. The volume contains 752 pages, many illustrative charts and graphs, and is carefully indexed. Cloth bound copies can be secured from the Superintendent of Documents, Government Printing Office, Washington, D. C., at \$1.00 each.

This Commerce Yearbook contains a world of industrial and economic information and is a valuable reference book for any library.

TO BUY COTTON OIL MILLS.

A corporation operating under the name of the Farmers Cottonseed Products Company has been formed to take over cotton oil mills at Belton, Granger and Bartlett, Tex., and the waterworks and ice plant at Granger.

Incorporators are business men and bankers at Waco, Granger, Bartlett and Austin. The amount of the incorporation is \$60,000. Two Waco incorporators are W. W. Woodson, president of the First National Bank, and E. M. Wilson, cotton man. The properties were purchased at a cost of approximately \$105,000.—*The Cotton and Cotton Oil News*.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Sept. 29, 1926.—Latest quotations in chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.76 @ \$3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16 @ \$4.56 per cwt.; 58 per cent carbonate of soda, \$2.04 @ \$2.44 per cwt.

Lagos palm oil in casks of 1,600 lbs., 9½c lb.; olive oil foots, 9½c lb.; East India Cochin cocoanut oil, 16c lb.; Ceylon grade cocoanut oil, 11½c lb.; Cochin grade cocoanut oil, domestic, 12c lb.

Prime summer yellow cottonseed oil, 11½c @ \$12c lb.; prime winter salad oil, 12@ 12½c lb.; raw linseed oil, 10.8 @ \$12.3c lb.

Extra tallow, f.o.b. seller's plant, 8½c lb.; dynamite glycerine, nom., 27c lb.; chemically pure glycerine, nom., 30 @ \$31c lb.; saponified glycerine, nom., 20c lb.; crude soap glycerine, nom., 18c lb.; prime packers grease, nom., 8 @ \$8½c lb.

BOOSTING COTTONSEED MEAL.

An educational campaign is being launched by the Texas Cottonseed Crushers' Association to show the farmers of Texas that they have in the by-products of their principal crop a feed of greater value than any they can ship in from other states.

Feeding experts will be employed, and wide publicity will be given to the results of experiments being conducted at the Texas A. & M. College. This, it is hoped, will open a new market for cottonseed cake and meal among the people who produce the raw material from which it is made.

OIL CAKE AND MEAL EXPORTS.

Domestic exports of oil cake and meal from the United States during August, 1926, with comparisons, are announced as follows by the U. S. Department of Commerce:

	Aug., 1926	July, 1926	Aug., 1925	Aug., 1925, ending
Cottonseed cake, tons.	17,111	12,510	13,665	134,151
Linseed cake, tons...	18,566	27,181	23,942	104,279
Other oil cake, tons...	84	1,432	671	5,715
Cottonseed meal, tons.	10,012	4,844	3,157	51,297
Linseed meal, tons...	171	363	179	3,617
Other oil meals, tons...	100	68	112	725

VEGETABLE COMPOUND EXPORTS.

Exports of lard compounds made from vegetable fats from the United States during August, 1926, with comparisons, are announced by the U. S. Department of Commerce as follows:

	1926.	1925.
August, lbs.	503,120	808,941
8 mo. ending Aug., lbs.	4,565,688	4,644,376

AUG. MARGARINE EXPORTS.

Exports of animal fat margarine from the United States during August, 1926, with comparisons, are announced by the U. S. Department of Commerce as follows:

	1926.	1925.
August, lbs.	30,124	59,970
8 mo. ended Aug., lbs.	1,074,968	570,502

AUG. COTTONSEED OIL EXPORTS.

Cottonseed oil exports from the United States during August, 1926, with comparisons, are announced by the U. S. Department of Commerce as follows:

	1926.	1925.
August, lbs.	302,094	2,810,201
8 mo. ended Aug., lbs.	25,685,860	32,874,651

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, Sept. 1 to Sept. 29, 280 bbls.

THE BLANTON COMPANY

St. Louis, U. S. A.

Manufacturers of

BLANCO SHORTENING

Give Us Your Inquiries

Belling Agencies at.

New York

Philadelphia

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Memphis

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October 2, 1926.

THE NATIONAL PROVISIONER

39

VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Trade Moderate—Market Steadier—Sentiment More Mixed—Cash Trade Disappointed—Crude Pressure Moderate—Crude Steady—Trade Impressed by Large Cotton Prospects.

A fairly active market featured cotton oil futures on the New York Produce Exchange the past week, and with sentiment more mixed, prices have recovered moderately from the extreme lows. Selling pressure subsided somewhat the fore part of this week, and with indications pointing to a completion of liquidation, considerable profit taking and scattered buying developed in anticipation of a natural rally.

Hedging pressure, likewise, was somewhat lighter, but on the bulges offerings increased somewhat and there was a disposition to take profits and await developments. Houses with southern connections have been on both sides most of the week and appeared to have sold on balance.

Refiners Selling Later Months.

Refiners operations were limited to selling the later months. Western houses were buyers of January and March apparently against sales of lard, while a few of the shrewd local operators took hold of October and bid the market up when selling pressure was light.

As a whole the market still presents the appearance of being short. But as yet there has been nothing in the developments to scare in the open interest who are materially impressed with the prospective large cotton crop. There is more or less satisfaction that the crop will be sufficiently large to permit of supplies of 300,000 to 325,000 bbls. of oil monthly for domestic uses, a volume of trade which the feeling has it will not be materially realized during this season.

It is argued that there will be more competition from lard and that cotton oil must go to a point where either the soap kettle or export business will lift considerable of the surplus production based on the crop estimates.

Cash Trade Disappointing.

The volume of cash trade has been disappointing and this has been a check to the upturns as consumers appeared to be

still absorbing only immediate requirements although at one time reports indicated that some interests were booking ahead for at least the next two months.

At the same time, while few care to guess on the September consumption, some interests were looking for a disappearance of about 200,000 bbls. during this month or a small figure, which would compare with 321,000 bbls. last year.

Crude oil came out less freely on the declines, and the market steadied slightly from the inside levels of 7½c for futures

with a disposition to hold for 8c. In the southeast and Valley nearby sold at 8 and 8½c respectively, while Texas nearby sold at 7½c.

Crude Market Not Bid Up.

The refiner was not disposed to bid up the crude market due to the limited cash business passing, and owing to a belief that ginnings would pick up and crude offerings would again increase somewhat. Considerable depends upon the attitude of the farmer in disposing of his seed at these levels as well as on the part of the crude mill in pressing crude offers at these prices.

In some quarters rather radical contentions are being made that 6½c crude will be witnessed later in the season, and such may ultimately be the case. But others feel that notwithstanding the crop a crude level of 7c or better should prove to be the inside figure of the season.

It is felt that under 7½c, or around that level, the soapmaker will take hold to some extent regardless of the tallow price as tallow cannot be bought ahead in quantity whereas many thousands of barrels of oil could be picked up.

The prospects of export business in cotton oil, this season also loom large as some see it. Rotterdam has been showing some interest in the market at a price around ½c under the season's low point and while the bids were too low, nevertheless they are an indication of what might develop on any sharp break. The situation therefore, is rather complicated for the moment, and until a clear vision of the possibilities is had, the market may prove to be a rather erratic affair.

Lard Weakness a Factor.

The lard weakness has continued a weight on the market the last few days. There is persistent complaint of considerable pigs and light weight hogs among the arrivals, and the average weight at Chicago continues to show some falling off which is also against the lard supply.

On the other hand the corn market continues weak, and at prices so far below the level of hogs, that it is very conducive to feeding and although the corn crop has experienced most unusual wet weather, for many weeks past, followed by a hard freeze, the corn crop, according to experts, has mostly matured, without any material damage which is almost unbelievable and possibly if true, the first time on record that a frost in September had not damaged the crop somewhat.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Sept. 30, 1926—Prime cotton seed delivered, \$25.00. Prime crude cottonseed oil, 8@8½c; 43 per cent cake and meal, \$26.00; hulls, \$4.00; mill run linters, 3@5c. Ideal cotton weather past few weeks; conditions improving; Markets rather slow.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Sept. 30, 1926—Considerable oil sold in Valley this week at 8c; Eight per cent ammonia meal, \$26.50 f.o.b. Memphis; loose cottonseed hulls, \$3.00 per ton, f.o.b. Memphis. Weather hot and clear.

ASPEGREN & CO., INC.
PRODUCE EXCHANGE BLDG.
BROKERS
REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

Logical Cottonseed Oil Market Is In New Orleans

Assure your future requirements by buying contracts there.

Protect yourself by using it for your hedges.

Commissions \$20 per round contract; deliveries in bulk, 30,000 pounds, grade and weight guaranteed by indemnity bond.

The market is broadening and giving real service to the trade. One concern handled 750 contracts during the year, representing 22,500,000 pounds.

NEW ORLEANS COTTON EXCHANGE

New Orleans, La.

Write Trade Extension Committee for information

COTTONSEED OIL—Market transactions.

Friday, September 24, 1926.

	—Range—			—Closing—		
	Sales.	High.	Low.	Bid.	Asked.	
Spot		990	a	1025		
Sept.	300	1025	950	950	a	1025
Oct.	11700	960	928	935	a	933
Nov.	3100	930	918	920	a	923
Dec.	200	931	923	925	a	
Jan.	7600	936	926	932	a	930
Feb.	600	944	927	932	a	940
Mar.	6300	956	944	949	a	
April		955	a	960		
Total Sales, including switches, 31,600 bbls. P. Crude S. E. 7 1/2-8 Bid.						

Saturday, September 25, 1926.

	—Range—			—Closing—		
	Sales.	High.	Low.	Bid.	Asked.	
Spot		900	a	1025		
Sept.	100	975	975	950	a	1025
Oct.	3400	952	925	948	a	950
Nov.	2300	947	919	945	a	
Dec.	1900	955	930	950	a	
Jan.	400	959	940	949	a	955
Feb.		945	a	960		
Mar.	100	970	970	960	a	970
April		960	a	980		
Total Sales, including switches, 8,200 bbls. P. Crude S. E. 7 1/2 Bid.						

Monday, September 27, 1926.

	—Range—			—Closing—		
	Sales.	High.	Low.	Bid.	Asked.	
Spot		900	a	1025		
Sept.	200	997	997	925	a	
Oct.	4000	961	930	935	a	931
Nov.	3500	955	925	926	a	935
Dec.	2400	955	933	935	a	933
Jan.	2900	960	938	940	a	938
Feb.	400	940	940	941	a	946
Mar.	2200	975	970	960	a	962
April		960	a	975		
Total Sales, including switches, 8,200 bbls. P. Crude S. E. 7 1/2 Bid.						

The Procter & Gamble Co. Refiners of all Grades of COTTONSEED OIL

Puritan, Winter Pressed Salad Oil
Boreas, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

P&G Special (Hardened) Cocoanut Oil

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General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"

coconut oil with a limited demand and an easy undertone. At New York spot kernel tanks quoted at 9 1/2c; shipment, 9 1/2c; spot casks 10 1/2c; shipment, 10c; spot barrels, 10 1/2c; shipment, 10 1/2c.

SESAME OIL—Market purely nominal.

PEANUT OIL—Little or nothing heard here.

COTTONSEED OIL—Store holdings continue small at New York and in concentrated hands, but demand limited and spot oil quoted at 10 1/2c. Southeast nearby crude 7 1/2c; Valley 8 1/2c; Texas sold 7 1/2c.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending Sept. 25, 1926, with comparisons as follows:

	Week ending	Prev. week.	Cor. week.
Western dressed meats:	Sept. 25.		1925.
Steers, carcasses	8,837	8,342	8,737 1/2
Cows, carcasses	628 1/2	604	790
Bulls, carcasses	182	94	92
Veals, carcasses	8,017	8,810	11,435
Hogs, carcasses	30,490	23,588	26,007
Meat, carcasses	5,094	4,910	4,653
Beef cuts, lbs.	500,203	1,047,120	310,248
Pork cuts, lbs.	967,118	850,752	816,100

Local slaughters:

Cattle	8,780	11,542	9,511
Calves	11,026	15,432	15,026
Hogs	39,886	43,057	40,347
Sheep	45,956	57,695	45,996

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Sept. 25, 1926, with comparisons:

	Week ending	Prev. week.	Cor. week.
Western dressed meats:	Sept. 25.		1925.
Steers, carcasses	2,713	2,880	2,421
Cows, carcasses	930	1,013	751
Bulls, carcasses	264	185	150
Veals, carcasses	1,461	2,640	1,327
Lambs, carcasses	10,826	11,083	8,657
Meat, carcasses	1,510	1,462	870
Pork, lbs.	280,580	264,586	310,387

Local slaughters:

Cattle	2,330	2,894	2,338
Calves	2,104	2,652	2,358
Hogs	16,358	18,902	15,806

Sheep

	5,802	6,426	5,982
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BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughter under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Sept. 25, 1926, with comparisons:

	Week ending	Prev. week.	Cor. week.
Western dressed meats:	Sept. 25.		1925.
Steers, carcasses	3,580	3,316	2,442
Cows, carcasses	1,903	1,676	1,810
Bulls, carcasses	61	35	28
Veals, carcasses	1,391	1,420	1,148
Lambs, carcasses	15,244	13,493	15,531
Meat, carcasses	636	496	298
Pork, lbs.	470,377	528,528	315,429

Local slaughters:

Cattle	2,224	1,871	1,654
Calves	1,466	1,883	1,874
Hogs	7,875	6,914	8,996
Sheep	7,047	6,804	4,337

THE EDWARD FLASH CO.

29 BROADWAY

NEW YORK CITY

BROKERS EXCLUSIVELY

VEGETABLE OILS

In Barrels or Tanks

Hardened Edible Cocoanut Oil

COTTON OIL FUTURES

On the New York Produce Exchange

We Thank You

Since we introduced the power-saving, economical, fool-proof and adjustable



the Packing and Rendering industry has kept our plant quite busy supplying "Newman's" to the largest and smallest packers and renderers all over the country and some to foreign countries.

One large packer, after trying one "Newman" is now operating eighteen—others have bought one, two, and three.

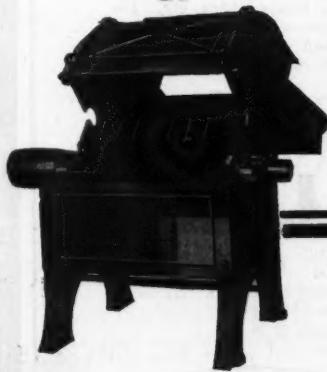
Like yourself, perhaps they were a bit doubtful, but without obligation they proved to themselves that even if a grinder can be sold at

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it can be the best and most economical grinder in the world. For maximum results at the lowest cost "Newmanize" your Tank House.

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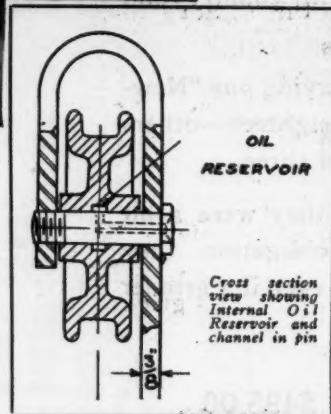
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The American By-Products Machinery Co.,
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The Albright-Nell Co., Chicago

Wichita, Kansas

Wilson Improved Traveler



Mr. Wilson was awarded a prize for the invention of this Improved Trolley by the Institute of American Meat Packers in their 1925 contest to stimulate inventive genius.

**Rolls Freely
Saves Labor and Power
Doubles the Life**

Here is a trolley that is a real contribution to the packing industry.

The trolleys are standard, the improvement consisting in the special Wilson hardened steel pins which are drilled so that hard oil is forced, by an oil gun, into the center of bearings. Grooves are provided in center of wheels to furnish oil storage which seeps into bearings as required. Trolleys of this type in use for six months without regreasing, when taken out for inspection, were well lubricated and showed no trace of wear.

The Wilson Improved Traveler is not only being used for hog and beef trolleys but for practically all trolley requirements of the meat packing industry. It is equally serviceable when used on smoke house cages, etc. Its construction, the steel bearing pin with constant lubrication, makes it last longer than ordinary trolleys—this in addition to its many other advantages.

Write for Complete Information and Prices

We Are Exclusive Manufacturers and Sales Agents for the Wilson Improved Traveler

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard, CHICAGO, ILL.

Western Office: E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.

ANCO

Laabs Cookers



Greater Profits

from Your Rendering

Increased net returns—to get equipment that will improve manufacturing conditions, produce better products which will demand higher prices on the market—should be the object of all packers and renderers.

There is a better way of rendering all edible and inedible material than the old wet rendering system with its large investment in equipment and high cost of operation.

The ordinary dry rendering process has fallen short of complete success because the finished products are still subject to considerable improvement.

The Laabs Sanitary Rendering Process, the most modern and profitable method of rendering, not only eliminates a considerable amount of equipment but it produces high grade products which bring higher prices. It is, in fact, the perfect rendering unit. It spells profit to packers and renderers who are using it.

Write today and get complete information.

Patented in U. S. A.
March 28, 1926. Other
patents and foreign
patents pending.

THE ALLBRIGHT-NELL CO.

5323 So. Western Boulevard

CHICAGO

Western Office, E. D. Skinner, 1731 W. 43rd Place, Los Angeles, Calif.



There doesn't need to be an odor around your plant!

You don't need to have your neighbors complaining to the Board of Health asking that the odor nuisance be eliminated.

You don't need to fear an injunction restraining your operation because of noxious odors.

The Henderson and Haggard Chlorine Process of deodorization offered exclusively by this organization will eliminate any objectionable odor from Packing Plants, Slaughter Houses, Rendering Works or similar establishments.

Scores of successful installations are in operation—and the process will be installed on trial at any plant. If it doesn't destroy the objectionable odors, the apparatus will be removed without cost to the operator!

How's that for confidence?

Can't we send one of our engineers to see you?

WALLACE & TIERNAN CO., INC.

Manufacturers of Chlorine Control Apparatus

NEWARK, NEW JERSEY



THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products rallied, covering on lighter hog receipts and expectations of a large decrease in Chicago monthly stock statement. Lard demand limited, however, and deliveries on October contracts 6,500,000 pounds.

Cottonseed Oil.

Cotton oil weaker, due to renewed pressure from cotton houses, liquidation on weakness in cotton and larger cotton crop estimates—trade talking 17,000,000 bales—and disappointing cash oil trade. Crude steady, immediate selling 8c all directions, and bid.

Quotations on cottonseed oil at Friday noon were: October, \$9.52@9.55; November, \$9.40@9.42; December, \$9.40@9.45; January, \$9.47; February, \$9.53@9.98; March, \$9.62@9.66; April, \$9.63@9.75; May, \$9.73@9.83.

Tallow.

Tallow, extra, 8½c, nominal.

Oleo Oil and Stearine.

Stearine, oleo, close 12½c.

Hull Oil Market.

Hull, England, Oct. 1, 1926.—(By Cable.)—Refined cottonseed oil, 37s6d; crude cottonseed oil, 33s6d.

FRIDAY'S GENERAL MARKETS.

New York, Oct. 1, 1926.—Spot lard at New York: prime western, \$15.30@15.40; middle western, \$15.20@15.30; city, \$14.75; refined continent, \$15.62; South American, \$16.50; Brazil kegs, \$17.50; compound, \$12.75.

BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, October 1, 1926.

Market still dull, with very little activity. No demand for A. C. hams and clear bellies; square shoulders very poor; pure lard fair; moderate inquiries for short clear backs, offerings light.

Spot prices on boxed meats are working irregularly lower. Demand generally quiet for deferred shipment.

Today's prices are as follows: Shoulders, square, 88s; picnics, 85s; hams, long cut, none; bacon, American cut, 128s; Cumberland cut, 108s; short backs, 107s; bellies, clear, 114s; Canadian, 100s; Wiltshire, 95s; spot lard, 75s.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending September 23, 1926, with comparisons:

BUTCHER STEERS.

	1,000-1,200 lbs.	Week ended Sept. 23.	Previous week.	Same week, 1925.
Toronto	\$ 7.75	\$ 7.50	\$ 8.00	
Montreal (W)	7.00	7.00	7.25	
Montreal (E)	7.00	7.00	7.25	
Winnipeg	6.50	6.25	6.50	
Calgary	6.00	6.00	5.65	
Edmonton	5.75	6.00	6.00	

VEAL CALVES.

	\$14.00	\$13.50	\$13.00
Toronto	12.00	11.50	11.00
Montreal (W)	12.00	11.50	11.00
Montreal (E)	12.00	11.50	11.00
Winnipeg	9.00	9.00	7.50
Calgary	7.00	7.00	5.50
Edmonton	8.00	8.00	5.50

SELECT BACON HOGS.

	\$14.26	\$13.98	\$14.25
Toronto	13.50	13.50	13.25
Montreal (W)	13.50	13.50	13.25
Montreal (E)	13.50	13.50	13.25
Winnipeg	15.12	13.20	13.58
Calgary	14.41	14.02	13.47
Edmonton	14.57	14.02	13.20

GOOD LAMBS.

	\$13.25	\$14.53	\$13.00
Toronto	12.25	12.50	12.00
Montreal (W)	12.25	12.50	12.00
Montreal (E)	12.25	12.50	12.00
Winnipeg	10.50	11.00	12.25
Calgary	12.00	12.00	12.25
Edmonton	11.75	12.00	12.00

THE NATIONAL PROVISIONER

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on September 30, 1926, with comparisons, are announced as follows by the Chicago Board of Trade:

Sept. 30, Aug. 31, Sept. 30,
1926. 1926. 1925.

Mess pork, new, made
since Oct. 1, '25, lbs. 185 428 663

Other kinds of bris.
pork, bris. 16,853 21,105 18,278

S. S. lard, made since
Oct. 1, '25, lbs. 41,166,797 59,967,441 25,271,810

Other kinds of lard,
lbs. 5,178,335 12,746,210 8,560,295

S. R. middles, made
since Oct. 1, '25, lbs. 1,945,638 3,204,528 2,448,902

S. S. cl. bellies, made
since Oct. 1, '25, lbs. 19,735,900 21,146,482 14,740,853

S. S. rib bellies, made
since Oct. 1, '25, lbs. 5,385,180 4,970,677 6,750,934

Ex. sh. cl. middles,
made since Oct. 1,
'25, lbs. 433,864 772,114 1,872,870

Sh. cl. middles, lbs. 2,034 31,500 465,571

Ex. sh. rib, middles,
lbs. 1,853 3,300

D. S. sh. fat backs,
lbs. 4,056,602 5,603,958 9,477,155

D. S. shldrs, lbs. 11,637 9,559 16,126

S. P. hams, lbs. 16,143,078 19,863,682 22,786,542

S. P. skd. hams, lbs. 13,755,131 18,899,384 18,905,218

S. P. bellies, lbs. 9,298,711 11,015,833 9,202,281

S. P. picnics,

S. P. Boston, shoul-
ders, lbs. 7,129,684 8,707,178 8,010,948

S. P. shldrs, lbs. 178,750 228,343 103,000

Other cuts of meats,
lbs. 7,082,348 12,735,828 6,311,751

Total cut meats, lbs. 85,210,528 103,192,362 93,101,188

RECEIPTS AT CENTERS.

SATURDAY, SEPTEMBER 25, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	\$1,000	95,900	130,000
Kansas City	5,500	32,500	60,000
Omaha	5,000	22,500	128,500
St. Louis	46,500	65,000	16,000
St. Joseph	17,800	23,000	36,500
Sioux City	30,000	26,000	17,500
St. Paul	41,200	44,000	34,500
Oklahoma City	200	400	....
Fort Worth	200	300	....
Milwaukee	100	100	1,400
Denver	100	....	1,400
Louisville	100	....	1,400
Wichita	300	800	1,000
Indianapolis	300	6,000	300
Pittsburgh	200	1,500	600
Cincinnati	300	1,000	100
Buffalo	200	1,400	400
Cleveland	200	600	100
Nashville, Tenn.	500	....	1,500
Toronto	700	300	100

MONDAY, SEPTEMBER 27, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	33,000	25,000	39,000
Kansas City	32,000	5,000	14,500
Omaha	22,000	8,000	28,000
St. Louis	9,500	15,000	4,000
St. Joseph	8,000	2,500	10,000
Sioux City	14,500	6,500	2,500
St. Paul	18,000	12,000	15,000
Oklahoma City	1,300	700	....
Fort Worth	4,500	800	1,500
Milwaukee	1,000	200	24,000
Denver	9,000	2,000	1,800
Louisville	1,000	2,300	1,800
Wichita	3,000	800	400
Indianapolis	800	6,000	400
Pittsburgh	2,100	7,000	3,100
Cincinnati	3,800	4,000	1,000
Buffalo	2,300	10,000	4,000
Cleveland	1,000	4,000	2,200
Nashville, Tenn.	300	1,100	1,500
Toronto	5,800	1,700	2,500

TUESDAY, SEPTEMBER 28, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	10,000	20,000	30,000
Kansas City	11,500	5,000	12,000
Omaha	13,000	8,000	43,000
St. Louis	6,000	8,000	2,500
St. Joseph	2,500	4,000	6,500
Sioux City	4,500	6,000	1,500
St. Paul	2,500	7,000	1,500
Oklahoma City	900	1,200	100
Fort Worth	4,000	500	500
Milwaukee	2,500	300	200
Denver	3,000	2,500	200
Louisville	1,100	700	4,400
Wichita	100	1,000	600
Indianapolis	1,100	8,000	600
Pittsburgh	200	1,400	400
Cincinnati	500	3,200	900
Buffalo	500	2,400	500
Cleveland	400	3,200	1,500
Nashville, Tenn.	100	1,000	500
Toronto	800	2,000	1,600

WEDNESDAY, SEPTEMBER 29, 1926.

	Cattle.	Hogs.	Sheep.
Chicago	8,000	20,000	18,000
Kansas City	4,000	4,500	15,000
Omaha	4,500	5,500	17,000
St. Louis	3,000	8,000	6,000
St. Joseph	1,500	4,000	7,000
Sioux City	3,000	5,000	1,800
St. Paul	4,000	6,000	7,000
Oklahoma City	400	350	....
Fort Worth	3,400	550	300
Milwaukee	900	300	400
Denver	1,300	3,300	1,200
Louisville	1,100	700	3,100
Wichita	700	1,100	1,800
Indianapolis	800	6,000	400
Pittsburgh	50	1,800	300
Cincinnati	900	500	1,100
Buffalo	100	300	2,500
Cleveland	200	2,600	1,000
FRIDAY, OCTOBER 1, 1926.			
Chicago	3,000	9,000	14,000
Kansas City	1,500	4,000	4,000
Omaha	1,500	5,500	5,000
St. Louis	1,500	10,000	2,500
St. Joseph	400	3,000	6,000
Sioux City	1,500	5,000	2,000
St. Paul	1,800	6,000	3,000
Oklahoma City	600	600	....
Fort Worth	2,600	550	2,500
Milwaukee	200	500	100
Denver	100	200	8,000
Wichita	600	1,200	1,500
Indianapolis	700	700	200
Pittsburgh	3,500	3,500	300
Cincinnati	600	3,400	1,000
Buffalo	200	5,100	2,100
Cleveland	300	2,000	100

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 1, 1926, show exports from that country were as follows: To England, 51,543 quarters; to others, none.

Exports for the previous week were: To England, 25,321 quarters; to the continent 23,576 quarters; others, none.

October 2, 1926.

CATTLE

HOGS

CALVES

SHEEP

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CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 20.....	38,977	3,424	22,927	32,425
Tues., Sept. 21.....	15,680	2,725	24,712	21,996
Wed., Sept. 22.....	11,782	2,511	11,881	25,170
Thur., Sept. 23.....	13,973	2,561	21,721	21,144
Fri., Sept. 24.....	2,068	714	12,580	21,230
Sat., Sept. 25.....	815	318	4,574	1,230

Total this week.....	80,814	11,873	98,401	129,217
Previous week.....	81,130	12,057	116,149	148,528
Year ago.....	61,000	14,985	97,188	95,646
Two years ago.....	59,068	10,704	96,787	106,587

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 20.....	2,698	107	6,194	5,547
Tues., Sept. 21.....	5,571	402	3,884	11,534
Wed., Sept. 22.....	4,787	201	2,256	12,904
Thurs., Sept. 23.....	5,107	38	1,249	17,968
Fri., Sept. 24.....	4,907	70	3,310	9,628
Sat., Sept. 25.....	543	...	602	5,376

	Cattle.	Calves.	Hogs.	Sheep.
Totals last week.....	23,511	928	20,512	62,888
Previous week.....	27,934	940	32,877	71,821
Year ago.....	17,405	1,896	30,137	39,888
Two years ago.....	17,734	852	29,952	46,660

Receipts at Chicago Stock Yards thus far this year to Sept. 25, with comparative totals:

	Week.	Year to date.
Week ending Sept. 25.....	405,000	19,319,000
Previous week.....	423,000	
1925.....	420,000	22,218,000
1924.....	435,000	27,577,000
1923.....	638,000	27,472,000
1922.....	519,000	20,917,000

Combined weekly hog receipts at eleven markets for week ending Sept. 25, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Sept. 25.....	340,000	221,000	418,000
Previous week.....	314,000	336,000	435,000
1925.....	280,000	346,000	329,000
1924.....	300,000	320,000	371,000
1923.....	327,000	527,000	368,000
1922.....	356,000	397,000	285,000

	Cattle.	Hogs.	Sheep.
1926.....	7,850,000	16,417,000	8,403,000
1925.....	7,495,000	18,882,000	7,554,000
1924.....	7,633,000	22,673,000	7,914,000
1923.....	7,952,000	22,688,000	7,825,000
1922.....	7,494,000	16,920,000	7,150,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts average weight and top and average prices for hogs, with comparisons:

	Average Number weight—Prices received.	lbs.	Top.	Average.
This week.....	98,900	259	\$13.80	\$12.20
Previous week.....	116,140	206	14.65	12.10
1925.....	97,188	251	14.25	12.95
1924.....	98,157	242	13.50	9.95
1923.....	137,262	233	8.80	7.75
1922.....	127,769	251	10.70	9.25
1921.....	126,432	246	8.50	7.25

Av. 1921-1925..... 121,000 247 \$10.55 \$ 9.40

*Receipts and average weights for week ending Sept. 25, 1926, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
*Week ending Sept. 25.....	\$10.70	\$12.20	\$ 6.35
Previous week.....	10.65	12.10	6.25
1925.....	11.65	12.95	6.85
1924.....	9.65	9.55	5.90
1923.....	9.85	7.95	7.15
1922.....	10.55	9.25	5.95
1921.....	7.80	7.25	4.00

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Sept. 25.....	57,500	78,900	72,200
Previous week.....	53,196	83,272	76,707
1925.....	43,685	67,051	55,758
1924.....	41,334	66,833	59,934
1923.....	51,660	130,496	61,454

*Saturday, Sept. 25, estimated.	
Chicago packers' hog slaughters for the week ending Sept. 25, 1926.	
Armour & Co.....	9,000
Anglo-American.....	600
Swift & Co.....	7,500
Hammond Co.....	3,100
Morris & Co.....	4,900
Boyd-Lunham.....	3,200
Western Packing Co.....	7,700
Roberts & Oske.....	3,600
Miller & Hart.....	3,500
Independent Packing Co.....	3,900
Brennen Packing Co.....	5,300
Area Packing Co.....	2,600
Others.....	17,700
Total.....	79,000
Previous week.....	80,100
1925.....	65,400
1924.....	66,500
1923.....	125,700

(For Chicago livestock prices see page 47.)

October 2, 1926.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Sept. 30, 1926.

CATTLE—Finished yearlings and light fat steers strong to 25c higher; best heavies around steady; rough and plain short fed steers 25@50c lower, liberal holdover of previous week well cleaned up; shipper demand slightly improved. Top yearlings late \$12.40, heavies mostly without bids on opening sessions, best late \$11.60.

Bulk fat steers and yearlings \$10.50 downward, grass run at 28,000, largest of season; bulk killers \$7.25@8.50; all cutters and best medium bulls strong; fat cows and light bulls dull, spots down; vealers 50@\$1.00 higher. Compared with the high time ten days ago bulk of this latter supply is 75@\$1.25 lower.

HOGS—Curtailed shipping demand offset by reduction in receipts; values for week unevenly higher; light hogs generally 15@25c up, heavy butchers and packing sows mostly 25c higher, spots on desirable heavy butchers and strongweight packing sows 40c up; pigs after sharp decline back to steady levels. Week's trading established 210@230 lb. averages in premium price position, these usually 25@50c higher than 160@190 lb. weights; late top \$13.85. Bulk desirable 170@200 lb. averages \$13.35@13.70; 210@240 lb. weights, \$13.50@13.75; choice 250 lb. averages upward to \$13.70; most 130@160 lb. lights \$12.25@13.25; bulk desirable packing sows \$11.25@12.00; best slaughter pigs \$12.75.

SHEEP—Heavy liquidation of range lambs with smaller receipts from native territory has featured the week. Compared Thursday to Thursday fat lambs closed 50@75c lower, culs 75c lower, and yearling wethers mostly 50c down.

At the close fat range lambs bulked at \$13.00@13.50; choice Idaho scoring \$13.85. Native ewe and wether lambs topped early in the week at \$13.75@13.60 taking the best offered at the close and \$12.75@13.25 moving the bulk to killing channel.

Most culs realized \$9.00@9.50, with fat ewes at \$5.00@6.50, a few scoring \$6.75. Medium to good yearlings sold late at \$11.00 down.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Sept. 30, 1926.

CATTLE—Good to choice grain fed yearlings and light weight steers held at steady to strong levels and low priced grassers were little changed. But all other classes of killing steers sold unevenly 25@75c lower. Weighty fed steers scaling above 1,200 lbs. suffered the most reduction.

Yearlings topped the week at \$12.15; medium weights made \$12.00; while strictly choice 1,652 lb. beeves sold at \$10.50 at the close. Grain feeds sold largely from \$9.00@11.75; wintered and short fed westerns, \$8.00@8.75; and straight grassers from \$6.00@7.75.

She stock closed at 15@25c higher rates. Bulls strong to 25c higher, and vealers 50@\$1.00 up, with tops at \$14.00.

HOGS—Prices gradually worked higher during the week with a preference shown the better grades scaling from 200@250 lbs. Closing rates are mostly 25c over a week previous, with extreme sales of medium weights 35@50c higher.

Light lights met a slow trade at only slightly higher levels. Choice 225 lb. butchers made \$13.45 late in the week. Packing sows closed dull at weak to 25c lower prices.

SHEEP—Excessive receipts again this week were responsible for a sharp break of 75@85c in fat lamb prices. Desirable westerns sold at \$13.50 on Monday, but at

the close best offerings stopped at \$12.75. Bulk of the week's supply of lambs cleared from \$12.50@13.40.

Aged sheep closed around 25c lower with top ewes at \$6.75 and the bulk at \$6.00@6.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Sept. 30, 1926.

CATTLE—An improved tone has featured in the market for fed steers and yearlings this week and current prices show a degree of improvement over the dull close of week ago. Generally yearlings and light steers are 10@15c higher as well as choice medium weights. Weighty steers are little changed, although moving more readily.

Weighty steers scaling 1,481 lbs. earned \$10.75, with 1,365 lb. averages \$10.90. Medium weights earned \$11.55 and long yearlings \$12.00.

The stock is weak except cutters which advanced 10@15c. Veals and calves are strong, practical top veals \$12.00.

HOGS—Erratic fluctuations have featured the week's hog trade, but comparisons Thursday with Thursday show prices about steady. The outstanding feature has been the narrowness to the demand for heavy packing sows and on numerous occasions a carryover of these was noted.

On the current Thursday's trade, 160@200 lb. lights sold \$12.25@13.10; 200@250 lb. butchers, \$12.75@13.25; 250@350 lb. butchers, \$11.50@13.00; packing sows smooth, \$10.75@11.25; heavy packing sows, \$9.75@10.50.

SHEEP—A depressed dressed lamb trade at Eastern cities, coupled with a heavy liquidation from the range states, here and at other leading centers, resulted in a lower trend on the fat lamb market throughout the week. Comparisons Thurs-

day with Thursday show a loss of around 50c, with bulk of fat range lambs \$12.25@12.75; top \$13.25.

Fat sheep have held steady, desirable weight fat ewes noted \$6.00@6.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Mo., Sept. 30, 1926.

CATTLE—Excepting medium fleshed to choice light and handyweight kinds, native beef steers took another drop this week. Compared a week ago; light and handyweight native steers sold steady; weighty and heavy steers 25@50c lower; western steers 25c lower, spots down more; mixed yearlings and heifers 25c higher; cows and low cutters 25@40c higher; medium bulls 50@75c higher; good and choice vealers \$1.00 higher.

Top for week; yearlings, \$12.10; matured steers, \$10.50; heavy steers, \$10.35; mixed yearlings, \$11.10. Bulks for week: native steers, \$8.50@11.50; western steers, \$6.40@7.80; fat light yearlings, \$10.00@10.50; cows, \$5.00@6.25; low cutters, \$3.75@4.00.

HOGS—Only mild price fluctuations occurred which have affected the lighter grades most. Of these there was a generous supply while the heavier kinds came in limited numbers. Handyweight and heavy butcher grades sold strong to 25c higher, with 180 lb. down showing an advance of 10@25c.

Packing sows were in good demand at a 25c advance for the week.

Top today, \$13.65; bulk 190@270 lb., \$13.40@13.60; 280@325 lb., \$13.00@13.40; best 160@180 lb., \$13.25@13.40; 130@150 lb., \$12.50@13.00; light and plain pigs, \$11.50@12.50; bulk packing sows, \$10.75@11.75; best light sows up to \$12.00.

SHEEP—Light receipts on sale at the local market; prices unchanged for the week. Choice fat lambs sold up to \$13.50; bulk, \$13.00@13.25; culs, \$8.50; fat ewes, \$4.00@6.00.

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Sept. 30, 1926, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
TOP	\$13.85	\$18.65	\$18.25	\$18.45	\$18.25
BULK OF SALES	11.50@13.50	13.00@13.60	10.50@13.00	12.50@13.40	11.75@13.00
Hvy wt. (250-350 lbs.), med-ch.	12.50@13.70	12.50@13.60	11.50@13.00	11.90@13.40	12.50@13.25
Med. wt. (200-250 lbs.), med-ch.	13.00@13.85	13.85@13.65	12.50@13.25	12.80@13.45	13.75@13.25
Lt. wt. (100-200 lbs.), com-ch.	12.50@13.75	13.06@13.65	12.25@13.10	12.80@13.40	12.75@13.25
St. It. (130-160 lbs.), com-ch.	11.50@13.25	11.50@12.75	12.00@13.10	12.25@13.40	12.25@13.00
Packing sows, smooth and rough	10.50@12.25	10.75@12.00	9.75@11.75	10.00@11.50	11.35@12.00
Sight. pigs (180 lbs. down), med-ch.	11.50@12.75	12.00@13.00	12.50@13.25	12.50@13.25	12.70@13.25
Av. cost and wt., Wed. (pigs excluded)	12.40@207 lb.	18.15@211 lb.	11.54@287 lb.	12.77@218 lb.	12.70@217 lb.
slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):	9.35@11.25	.....	9.40@10.85	8.40@10.50	.....
STEERS (1,100-1,500 LBS.):	10.40@11.85	10.25@11.75	10.25@11.75	9.75@11.40	9.50@10.50
Choice	9.25@11.15	9.25@11.00	9.25@10.75	8.40@10.65	8.50@10.50
Good	8.10@9.50	6.75@9.75	7.25@9.50	6.65@8.75	7.50@8.75
Medium	6.20@8.33	5.60@6.75	5.50@6.75	5.50@6.65	5.50@7.50
Common . . . . .	.....	.....	.....	.....	.....
STEERS (1,100 LBS. DOWN):	11.40@12.50	11.25@12.25	10.75@12.10	10.65@12.15	9.75@10.75
Choice	9.50@11.50	10.25@11.25	9.50@10.90	8.75@10.75	9.75@10.75
Good	8.00@9.75	7.00@10.23	7.28@8.80	6.75@8.25	7.25@8.75
Medium	6.00@8.25	5.50@7.00	5.50@7.25	5.50@6.85	5.25@7.25
Common	5.00@6.00	5.00@6.50	4.25@6.50	4.50@6.50	4.00@5.25
Canner and cutter . . . . .	.....	.....	.....	.....	.....
LT. YR. STEERS AND HEIFERS: Good to choice (850 lbs. down)	10.00@12.40	9.75@11.25	9.50@11.85	9.50@12.00	9.50@11.25
HEIFERS: Good-choice (850 lbs. up)	7.75@11.50	7.75@10.50	7.00@10.50	7.00@10.50	7.25@8.75
Common-med. (all weights)	5.75@8.75	5.50@8.00	4.85@8.00	4.75@8.00	4.50@7.25
COWS: Good to choice	5.75@7.90	6.25@7.75	5.40@7.75	5.50@7.50	5.00@7.25
Common and medium	4.75@5.75	5.25@6.25	4.35@5.40	4.50@5.50	4.25@5.00
Common	3.85@4.75	3.75@5.25	3.65@4.35	3.75@4.30	3.25@4.25
DULLS: Good-ch. (beef 1,500 lbs. up)	6.10@6.50	6.00@6.50	5.25@5.85	5.25@5.85	5.75@6.25
Good-ch. (1,500 lbs. down)	6.00@7.00	6.00@6.75	5.25@6.15	5.25@6.15	5.75@6.50
Can-med. (canner and bologna)	4.50@6.00	4.00@6.25	4.00@5.25	3.75@5.25	4.50@5.75
CALVES: Medium to choice (milk fed, exc.)	6.00@8.50	7.00@9.50	6.50@9.00	6.00@9.00	5.75@8.00
Cull-common	4.75@6.00	5.00@6.25	4.50@6.50	4.00@6.00	4.50@5.75
VEALERS: Medium to choice	11.00@15.50	10.00@16.50	8.50@12.50	9.00@14.00	8.50@13.50
Common	6.00@11.00	5.00@10.00	5.00@8.50	4.00@9.00	5.00@8.50
Cull-common . . . . .	.....	.....	.....	.....	.....
slaughter Sheep and Lambs:	.....	.....	.....	.....	.....
Lams, med. to choice (84 lbs. down)	11.75@14.00	12.50@13.50	11.00@12.75	11.00@12.75	11.00@12.25
Lams, culs—cullers (all weights)	9.00@11.75	9.50@12.00	8.00@11.00	8.00@11.00	8.50@11.00
Yearling wethers, medium to choice	8.75@11.25	8.00@12.00	8.00@11.00	8.50@10.50	8.00@11.00
Ewes, common to choice	4.75@7.00	3.00@6.00	4.25@6.75	4.50@6.50	4.00@6.50
Ewes, canners and culs	2.00@4.75	1.50@3.00	1.50@4.25	1.75@4.50	1.50@4.00

SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Sept. 29, 1926.

CATTLE.—Too many cattle have been arriving this week and the markets have taken on a readjustment to lower prices. For the half week there have been 22,000 cattle at this market.

The better grades of light weight corn cattle are selling around 15@25c lower for the week, while heavy beefes are 50@75c lower. General run of range stock, also she stock of all kinds, is quoted week to 25c lower.

A stopping point for choice light beefes, around 1,050 lbs. and under is \$11.75; choice heavies would hardly make \$11.00 and good ones are rated at \$10.50. Bulk of good to choice light to medium weight beefes, corn fed, \$9.75@11.00; fair to good, \$8.50@9.75; common down from \$8.00. Bulk of grass cows, \$4.25@5.25, grass heifers, \$5.00@6.50.

HOGS.—The hog market is in a very unsettled condition. Receipts today 5,000 and for the half week 19,600. Extremely heavy sows were as much as 30c lower today; light weight hogs, 180 lbs. down, 15@25c lower; others steady to 15c lower, with smooth butchers of around 200 lb. weight now the best sellers.

Top today \$13.15; bulk of light to medium butchers, \$12.50@13.00, heavy butchers, \$12.00@12.50. Best light sows, \$11.65; bulk, \$11.00@11.50; heavies, 325 lbs. and up, \$10.00@10.75. Native pigs if healthy and above suspicion, are worth \$9.00@11.00; suspects a drug at \$5.00@7.00.

SHEEP.—Sheep were steady but lambs 25c lower; best lambs \$12.75.

ST. JOSEPH.

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., Sept. 28, 1926.

CATTLE.—Cattle receipts for two days this week around 10,000 and included a liberal showing of stocker and feeder cattle. Though beef steers were not overly plentiful, demand was narrow and declines were enforced.

Fed steers and yearlings are 15@25c off, with western steers 25@50c lower. Most fed steers sold \$10.00@10.50, with best light weights \$11.25@11.60. Mixed yearlings scarce, sales ranging \$9.00@12.00. Kansas and Oklahoma steers sold mostly \$6.50@7.25, with better kinds \$8.00@8.75.

Butcher stock weak to 25c lower. Bulk of fair to good cows \$4.50@5.50, with canners and cutters \$3.50@4.25. Grass heifers mostly \$6.00@7.25, with fed kinds up to \$10.50.

Bulls about steady, most sales \$5.00@5.25, few up to \$5.50. Calves held steady, with top veals at \$13.50.

HOGS.—Hog receipts light, totaling around 5,000 for the two days, against 4,973 same days last week. Market higher Monday, lower to-day, leaving values about steady with last week's close. Today's top \$13.25 and bulk of sales \$12.50@13.15. Packing sows \$10.00@11.75.

SHEEP.—Sheep receipts around 15,000 for the week to date. Lambs 35@50c lower with best westerns to-day at \$13.15. Natives scarce. Aged sheep and feeding lambs about steady.

Ewes \$6.00@6.50. Feeding lambs \$12.50@12.75.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Min. Department of Agriculture.)

So. St. Paul, Minn., Sept. 29, 1926.

CATTLE.—Liberal receipts in the face of a congested outlet for the dressed product at all eastern centers made for an unevenly lower market on all lines of killing stock for the first three days of this week. Best grass fat beefes sold at \$8.75, other desirable kinds from \$8.00@8.50; the bulk \$6.50@7.50.

The 25c break on she stock found bulk

of the fat cows and heifers clearing at \$4.25@6.25, some better grades selling upwards to \$5.75 for cows and \$6.00 or more on heavy heifers. Cutters and bulls are unchanged at \$3.50@4.00 and \$5.00@5.50 respectively. Vealers have advanced unevenly 50c@\$1.00 to a \$12.75@13.00 basis.

HOGS.—Butcher and bacon hogs have advanced 15@25c or more during the week, placing the bulk at \$12.75@13.25. An advance of around \$1.00 in packing sows elevated the bulk of sales of these to \$12.00@12.25. Trade is very dull in fat pigs and underweight hogs.

SHEEP.—Lambs are 25@50c lower than a week ago, sheep strong. Bulk of the fat lambs are going at \$12.00@13.00, heavies \$10.50, culs \$9.00. Fleshy ewes are selling to packers from \$4.50@6.50 for the bulk.

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Sept. 25, 1926, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	10,885	9,500	18,357
Swift & Co.	8,520	7,500	10,908
Morris & Co.	1,541	4,900	10,737
Wilson & Co.	7,582	8,900	9,063
Anglo-Amer. Prov. Co.	1,547	600	—
G. H. Hammond Co.	3,807	3,100	—
Libby, McNeill & Libby	2,040	—	—

Brennan Packing Co., 5,800 hogs; Miller & Hart, 3,500 hogs; Independent Packing Co., 3,900 hogs; Boyd, Lunham & Co., 3,200 hogs; Western Packing & Provision Co., 7,700 hogs; Roberts & Oake, 3,600 hogs; others, 20,300 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,777	1,367	3,700	4,684
Cudahy Packing Co.	6,621	1,334	3,068	9,414
Fowler Packing Co.	1,061	—	—	—
Swift & Co.	3,976	1,242	3,180	4,514
Morris & Co.	6,562	1,763	4,265	8,878
Wilson & Co.	6,668	1,174	4,080	8,167
Local butchers	932	107	1,895	—

Total 28,402 6,984 20,825 35,652

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	6,416	6,101	8,656
Cudahy Pkg. Co.	7,634	6,586	9,916
Dole Pkg. Co.	1,192	4,603	—
Morris & Co.	3,600	3,364	4,160
Swift & Co.	8,319	5,300	13,563
Glassburg, Mo.	—	—	—
Hoffman Pkg. Co.	89	—	—
Mayerowich & Vail	43	—	—
Omaha Pkg. Co.	109	—	—
Glaser Prov. Co.	—	—	—
J. Rife Pkg. Co.	27	—	—
So. Omaha Pkg. Co.	142	—	—
Lincoln Pkg. Co.	367	—	—
McGill Pkg. Co.	—	—	—
Nagle Pkg. Co.	58	—	—
Sinclair Pkg. Co.	162	—	—
Wilson & Co.	236	—	—
Kennett-Murray Co.	—	538	—
J. W. Murphy Co.	—	4,453	—
Other hog buyers, Omaha	—	7,007	—
Total 28,474	37,932	36,295	—

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	8,767	1,180	8,160	15,547
Armour & Co.	2,709	406	1,027	4,060
Morris & Co.	2,668	730	3,630	4,046
Others	4,089	583	5,730	10,174

Total 13,833 2,899 22,474 34,427

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,719	507	5,704	1,038
Armour & Co.	2,090	461	4,287	975
Morris & Co.	1,926	614	2,810	882
Sacks Pkg. Co.	145	5	2	—
Smith Bros. Pkg. Co.	34	4	51	—
Local butchers	92	16	—	—
Order buyers and packer shipments	1,478	4	6,867	—

Total 9,101 1,611 19,730 2,895

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,882	635	1,501	71
Wilson & Co.	2,050	654	2,283	21
Others	126	—	213	—

Total 4,058 1,289 3,907 92

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	884	136	1,185	2,298
Armour & Co.	672	132	1,453	829
Blayne-Murphy Co.	739	99	1,060	311
Others	590	268	834	—

Total 2,885 585 4,573 5,438

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	3,121	3,943	10,323	9,098
Kingan & Co.	1,976	627	12,112	644
Armour & Co.	287	20	2,741	85
Indianapolis Abt. Co.	1,324	162	—	38
Hilgemeyer Bros.	—	—	680	—
Brown Bros.	109	7	—	12
Bell Pkg. Co.	20	—	466	—
Riverview Pkg. Co.	8	3	439	—
Schusauer Pkg. Co.	24	—	413	—
Meier Pkg. Co.	120	11	305	—
Ind. Prov. Co.	31	12	391	—
A. Wabnitz	24	47	—	60
Hoosier Abt. Co.	40	—	469	620
Others	601	56	469	620

Total 7,761 4,888 37,348 10,557

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	608	184	3,614	202
Kroger Groc. & Bak. Co.	288	81	8,185	—
Gu Jeungling	248	117	—	58
J. & F. Schrotz Pkg. Co.	16	—	2,261	—
H. H. Meyer Pkg. Co.	31	—	2,447	—
J. Hillberg's Sons	172	4	—	59
A. Sander Pkg. Co.	5	—	987	—
Sam Gall	11	—	—	631
J. Schlaeter's Sons	215	211	—	163
Wm. G. Rehn's Sons	185	68	—	—

Total 1,779 665 11,168 1,113

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,423	3,732	12,367	1,337
U. D. B. Co., New York	107	—	520	—
The Layton Co.	—	93	1	50
R. Gunns & Co.	93	—	—	—
F. C. Gross-Armour Brch.	365	1,728	—	40
Armour & Co., Chicago	230	—	—	—
N.Y.B.D.M. Co., N.Y.	18	—	—	—
Butchers	245	222	33	160
Others	181	49	63	173

Total 2,602 5,832 15,026 1,710

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,737	559	2,043	322
Dodd Pkg. Co.	475	43	3,565	—
Local butchers	227	—	—	—

Total 2,430 602 6,508 322

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,879	3,585	12,031	5,700
Cudahy Pkg. Co.	491	1,622	2,187	—
Hertig Bros.	175	26	—	31,567
Swift & Co.	7,453	6,622	18,352	17,372
United Pkg. Co.	1,409	118	—	2
Others	1,640	228	3,074	—

Total 16,107 12,200 36,444 23,074

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending September 25, 1926, with comparisons:

CATTLE.

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HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—There was an active trade in the packer hide market during week, sales totalling well over 150,000. Bulk of trading was in September take-off, although some October hides were included to fill quotas.

There was another general advance of $\frac{1}{4}$ c in all descriptions traded in, with exception of extreme native steers which advanced $\frac{1}{4}$ c, and light native cows which moved at previous price. Market considered strong.

Spready native steers quiet and priced nominally at $17\frac{1}{2}$ c. One packer moved 1,200 heavy native steers at 16c and 1,000 lights at 15c. About 10,000 extreme native steers brought 15c.

Sales of 10,000 butt branded steers at 15c. One packer moved 2,000 Colorados at $14\frac{1}{2}$ c, some October hides included; additional sales of about 13,000 at same figure. About 11,000 heavy Texas steers sold late in the week at 15c. Sales of 7,000 light Texas steers at 14c. Extreme light Texas steers quiet; last trading previous week at $13\frac{1}{2}$ c.

About 15,000 heavy native cows brought 15c, or $\frac{1}{2}$ c advance. Light native cows moved to the number of 45,000 at the steady figure of $14\frac{1}{2}$ c. Sales of around 35,000 branded cows at $13\frac{1}{2}$ c and 14c now asked for more.

Native bulls quiet and quoted nominally at $10\frac{1}{2}$ c. About 9,000 branded bulls moved at 9c for northerns and 10c for southerns.

SMALL PACKER HIDES—Small packer hide market quiet but firm. Local killers sold up to October 1st and some activity in October take-off expected shortly. Last sales of previous week, on split weight basis, at $14\frac{1}{2}$ c for 25-45 lb. weights and 14c for heavier; other killers previously obtained 14c for all-weight September hides; branded stocks sold at 13c.

Last sales September native bulls at 10c. Branded bulls nominally $8@8\frac{1}{2}$ c.

COUNTRY HIDES—Country hides firm; demand for extremes good but heavy hides rather slow. All-weights steady and $11\frac{1}{2}$ c, selected, delivered, asked. Heavy steers $10\frac{1}{2}@11$ c asked. Heavy cows selling at $9\frac{1}{2}@10$ c. Buff weights $11@11\frac{1}{2}$ c asked; some 45-60 lb. weights selling at $11\frac{1}{2}$ c.

Good demand for extremes which are firmly held at $14@14\frac{1}{2}$ c; some good 25-45 lb. held up to 15c, selected. Bulls $8@8\frac{1}{2}$ c asked. All-weight western branded selling at $9@9\frac{1}{2}$ c, Chicago freight.

CALFSKINS—Packer calfskins quiet but firm, and sold up to September 1st. Packers asking 21c or better for September skins and bid of 20c, last trading price, declined.

First salted Chicago city calfskins $18\frac{1}{2}$ c asked, last confirmed trading at 18c; some confidential trading at undisclosed figures. Resalted lots held at $15@17$ c, selected. Outside city skins $17@17\frac{1}{2}$ c, some equal to city take-off held at 18c. Straight countries quoted at $14\frac{1}{2}$ c.

One packer moved September production of around 25,000 kips; price undisclosed but understood in trade to have been $19\frac{1}{2}$ c for natives and 18c for over-weights, for export. Other packers asking 20c for natives, 18c for over-weight and $15\frac{1}{2}$ c for branded.

First salted Chicago city kips firm; two cars sold at 18c. Resalted lots $15\frac{1}{2}@16\frac{1}{2}$ c, selected. Outside city kips $17@17\frac{1}{2}$ c, selected. Straight countries quoted at $14\frac{1}{2}$ c.

Packer regular slunks well sold up to October 1st, last sales at \$1.30; good demand for slunks and solid color skins going to furrier trade at strong premium. Hairless slunks quoted at 75c.

DRY HIDES—Dry hides steady; flint dry all-weights quoted at $18@20$ c, according to section.

HORSEHIDES—Horsehides firm. Choice renderers, full heads and shanks, generally held at \$5.00; good mixed lots selling at \$4.50; ordinary country lots priced at $4.00@4.25$; ponies and glues at half price.

SHEEPSKINS—Dry pelts firm and priced at $23@26$ c per lb, according to section and quality. Packer shearlings quiet; generally well cleaned up and not many arriving; priced nominally at $1.35@1.47\frac{1}{2}$ c, according to quality. Pickled skins quiet; last sale understood to have been at \$10.00 and sales at New York reported but unconfirmed at \$9.50; generally held at $9.50@10.00$. Packer lamb pelts selling at Chicago at \$2.85 per cwt. live lamb; last sale at New York at \$3.05 per cwt. live lamb.

PIGSKINS—A few cars of No. 1 pig-skin strips have moved at 7c. Several contracts for gelatine stocks closed on basis of $4\frac{1}{2}$ c.

New York.

PACKER HIDES—City packer hide market strong; well sold up and indications of further advance of $\frac{1}{2}$ c in next trading on branded descriptions, following

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Oct. 2, 1926, with comparisons, are reported as follows:

PACKER HIDES.			
Week ending Oct. 2, '26.	Week ending Sept. 25, '26.	Cor. week.	1925.
Spready native steers	$@17\frac{1}{2}$ n	$@17\frac{1}{2}$ n	$@19$ c
Heavy native steers	$@16$	$@15\frac{1}{2}$	$@17\frac{1}{2}$ c
Heavy Texas steers	$@15$	$@14\frac{1}{2}$	$@16$ c
Heavy butt branded steers	$@15$	$@14\frac{1}{2}$	$@16\frac{1}{2}$ c
Heavy Colorado steers	$@14\frac{1}{2}$	$@14$	$@15$ c
Ex-Light Texas steers	$@13\frac{1}{2}$	$@13\frac{1}{2}$	$@13$ c
Branded cows	$@13\frac{1}{2}$	$@13\frac{1}{2}$ ax	$@13$ c
Heavy native cows	$@15$	$14\frac{1}{2}@15$	$@17\frac{1}{2}$ c
Light native cows	$14\frac{1}{2}$	$14\frac{1}{2}$	$15\frac{1}{2}$ c
Native bulls	$10\frac{1}{2}n$	$10\frac{1}{2}b@11ax$	$13\frac{1}{2}n$
Branded bulls	9	$9@9\frac{1}{2}$	$11\frac{1}{2}n$
Calfskins	$20b$	$20b@21ax$	$12c$
Kips	$19\frac{1}{2}$	$19\frac{1}{2}@20ax$	$23c$
Kips, over	18	$17\frac{1}{2}ax$	$18c$
Kips, branded	$15\frac{1}{2}@16ax$	$15\frac{1}{2}ax$	$16c$
Slunks, regular	$1.30b$	$1.30b$	1.05
Slunks, hairless	75	75	$55c$

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Week ending Oct. 2, '26.	Week ending Sept. 25, '26.	Cor. week.
Natives, all weights	$14@14\frac{1}{2}$	$14@14\frac{1}{2}$
Br. hide	$13c$	$13c$
Bulls, native	$10\frac{1}{2}n$	$10\frac{1}{2}ax$
Branded bulls	$8@8\frac{1}{2}c$	$8@8\frac{1}{2}c$
Calfskins	$18@18\frac{1}{2}$	$18@18\frac{1}{2}n$
Kips	18	$18n$
Slunks, regular	$1.00@1.20ax$	$1.00@1.20ax$
Slunks, hairless	40	$25@30n$

COUNTRY HIDES.

Week ending Oct. 2, '26.	Week ending Sept. 25, '26.	Cor. week.
Heavy steers	$10\frac{1}{2}@11ax$	$10\frac{1}{2}@11ax$
Heavy cows	$9@10$	$9@10$
Buffs	$6@11\frac{1}{2}ax$	$10\frac{1}{2}@11$
Extremes	$14@15ax$	$13\frac{1}{2}@14\frac{1}{2}$
Bulls	$8@8\frac{1}{2}ax$	$8@8\frac{1}{2}n$
Calfskins	$14@14\frac{1}{2}$	$14@14\frac{1}{2}$
Kips	14	$14@14\frac{1}{2}$
Light calf	$10.90@1.10$	$11.10@1.15$
Deacons	$10.90@1.10$	$11.00@1.05$
Slunks, regular	$1.00@1.20$	$1.00@1.05$
Slunks, hairless	$40.15@0.25$	$30.30@0.40$
Horsehides	$4.00@5.00$	$4.50@5.50$
Hogskins	$3.35@4.40$	$3.35@4.30$

SHEEPSKINS.

Week ending Oct. 2, '26.	Week ending Sept. 25, '26.	Cor. week.
Packer lambs	$1.90@2.00$	$1.90@2.00$
Pkrs. shearlings	$1.35@1.47\frac{1}{2}$	$1.00@1.05$
Dry pelts	$0.23@0.26$	$0.22@0.25$
		$0.30@0.33$

the advance in the western market. Speady native steers last sold at 17c for kosher; now asking $17\frac{1}{2}$ c. Last trading in native steers at $15\frac{1}{2}$ c for kosher. Last sales of butt branded kosher 14c and Colorados $13\frac{1}{2}$ c. Bulls last sold at 10c for August kosher.

COUNTRY HIDES—Country hide market has stronger undertone following recent advance in western market. Demand continues best for extremes for patent leather tanners and offerings on light end limited. Heavy steers and cows quoted around $9\frac{1}{2}$ c, f.o.b. shipping point. Good 25-45 lb. weights held at $14\frac{1}{2}$ c or better at Pennsylvania and mid-west points. Buying confined to immediate requirements.

CALFSKINS—New York city calfskin market quiet and trading light. One car of 5-7's sold at the steady price of \$1.70. The 7-9's have accumulated to some extent and \$2.10 asked; market considered nominally around \$2.00. Heavier skins in demand and 9-12's priced at \$2.70.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Sept. 25, 1926, 3,962,000 lbs.; previous week, 3,134,000 lbs.; same week, 1915, 2,652,000 lbs.; from Jan. 1 to Sept. 25, 127,074,000 lbs.; same period, 1925, 133,482,000 lbs.

Shipments of hides from Chicago for week ending Sept. 25, 3,983,000 lbs.; previous week, 4,183,000 lbs.; same week, 1925, 4,953,000 lbs.; from Jan. 1 to Sept. 25, 189,579,000 lbs.; same period, 1925, 176,472,000 lbs.

NEW YORK LIVE STOCK.

Receipts of livestock at New York for week ending Sept. 25, 1926, are reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,156	7,562	5,748	22,070
New York	1,383	1,869	17,980	3,264
Central Union	2,704	1,097	...	16,089
Total	8,333	10,528	23,417	42,023
Previous week	9,864	15,596	27,238	55,788
Two weeks ago	7,702	11,806	22,311	35,682

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Sept. 25, 1926.

	Cattle.	Prev. week.	Cor. week.
Sept. 25.	...	...	1925.
Chicago	38,922	40,714	33,564
Kansas City	25,476	34,343	36,901
Omaha	32,131	25,607	27,050
East St. Louis	20,045	19,353	15,848
St. Joseph	11,587	12,506	11,827
Sioux City	8,882	11,583	9,133
Cudahy	1,104	1,301	877
Fort Worth	6,108	7,059	7,545
Philadelphia	2,396	3,804	2,338
Indianapolis	2,509	5,547	2,008
Boston	2,224	1,549	1,595
N. Y. and Jersey City	8,780	5,697	9,511
Oklahoma City	5,347	6,851	5,111
Total	175,571	170,991	163,069

HOGS.

Chicago	79,000	80,100	65,400
Kansas City	20,825	18,311	16,169
Omaha	25,925	28,700	20,043
East St. Louis	37,141	31,247	24,296
St. Joseph	11,900	11,223	12,063
Sioux City	12,713	14,775	19,239
Cudahy	6,620	7,488	8,322
Fort Worth	2,708	3,889	2,063
Philadelphia	16,358	18,902	15,806
Boston	12,123	17,004	11,703
N. Y. and Jersey City	7,875	6,314	8,998
Oklahoma City	3,907	3,585	3,291

Total

	SHEEP.
Chicago	58,225
Kansas City	35,652
Omaha	37,849
East St. Louis	6,521
St. Joseph	24,263
Sioux City	3,263
Cudahy	507
Fort Worth	1,136
Philadelphia	5,862
Boston	6,426
N. Y. and Jersey City	628
Oklahoma City	7,047
Total	226,981

Total

	255,283	201,947

ICE AND REFRIGERATION

ICE NOTES.

The plant of the Atlantic Ice & Coal Co., Atlanta, Ga., known as the Sawtell plant, which had a capacity of 150 tons per day, is practically a total loss from fire. It will be rebuilt.

A cold storage plant has been opened in Brookville, Ind., by Chas. Rosenberger.

It is reported that the Louisiana Ice & Utilities Co., Baton Rouge, La., plans to build a \$150,000 plant there.

The Arctic Ice Co., plans the erection of a cold storage plant in Paintsville, Ky., this fall.

The Omaha Cold Storage Co. is building a plant in Central City, Neb., to cost around \$40,000.

The Marshfield Ice & Storage Co., Marshfield, Mo., is making a number of additions to its plant.

The new cold storage and ice plant of the Polar Wave Ice & Fuel Co., St. Louis, Mo., has been completed at a total cost of \$300,000.

Double the present capacity will be the result when work on the cold storage plant of the Shafer Fruit & Cold Storage Co., Gasport, N. Y., has been completed.

The Clyde Cold Storage & Produce Co., Clyde, N. Y., has been incorporated by L. Fox, C. F. E. Fahey and M. Moll.

The new plant of the Fairport Storage & Ice Corporation, Fairport, N. Y., has been put in operation.

COOLING THE MEAT MARKET

In these days of keen competition the retail meat dealer needs to have his shop and his equipment up-to-date if he hopes to make a success of his business. Ice boxes and cooling machinery need especial care to be kept efficient and economical.

All over the country progressive retailers are realizing this fact more and more, and are installing new equipment or replacing that which has worn out. The York manufacturing Co., York, Pa., one of the leading makers of refrigeration equipment, lists the following live-wire dealers who have recently installed York machines:

Hamann Bros. Meat Market, Brookville, Ind.; one 2-ton vertical refrigerating machine.

Robert C. Matern Meat Market, 36 Main St., Nanuet, Rockland Co., N. Y.; one 2-ton self-contained refrigerating machine.

Rudolph Dono Meat Market, 113 Thirteenth St., College Point, L. I., N. Y.; a 1½-ton self-contained refrigerating machine.

McGuire Bros. Meat Market, Streator, Ill.; one 2-ton self-contained refrigerating machine.

John Sandstrom & Son Meat Market, Barron, Wis.; one 5-ton refrigerating machine.

Fred J. Sauer Grocery & Meat Market, 427 W. Ferry St., Buffalo, N. Y.; a one-ton self-contained refrigerating machine.

E. R. Blackburn Meat Market, Lenoir City, Tenn.; one 2-ton self-contained refrigerating machine.

Dimitt Bros. Meat Market, Kokomo, Ind.; one 10-ton refrigerating machine.

W. C. Gallaway, Jr., & J. R. Wiggins, grocery and meat market, Evergreen, Ala.; one 15½-ton refrigerating machine.

H. C. Bohack Co., Inc., grocery and meat market, Sea Cliff, L. I., N. Y.; one 4-ton self-contained refrigerating machine.

Ralph E. Nichols Grocery & Meat Market, 356 Franklin St., Elmira, N. Y.; one 2-ton self-contained refrigerating machine.

J. C. Vanderbur Meat Market, Kendallville, Ind.; one 4-ton self-contained refrigerating machine.

A. Bohmer Meat Market, Avon, Minn.; one 2-ton self-contained refrigerating machine.

Gregor Froelke Meat Market, Rush City, Minn.; one 2-ton self-contained refrigerating machine.

M. E. Clement Meat Market, Main St., Honeoye, N. Y.; a ½-ton refrigerating machine.

William McElwain & Son Meat Market, Yankton, S. D.; one 2-ton refrigerating machine.

Stark Bros. Meat Market, Vermillion, S. D.; one 2-ton refrigerating machine.

W. M. Karas Meat Market, Portland, Ore.; one 2-ton self-contained refrigerating machine.

E. D. Sweigert Meat Market, Newcomerstown, Ohio; one 2-ton self-contained refrigerating machine.

Clark Bros. Meat Market, Abingdon, Va.; one 2-ton refrigerating machine.

Carl Look Meat Market, Sioux Falls, S. D.; one 3-ton refrigerating machine.

Sander & Co., grocery and meat market, Homewood Ave., Pittsburgh, Pa.; one 8-ton refrigerating machine.

Joseph Roth Meat Market, 715 Homewood Ave., Pittsburgh, Pa.; a one-ton refrigerating machine.

Leonard Bros., grocery and meat market, Olcott, N. Y.; one 2-ton self-contained refrigerating machine.

John Menold Meat Market, 744 Division St., Toledo, Ohio; one 2-ton self-contained refrigerating machine.

C. C. Coverston Meat Market, Ports-

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

Novoid Corkboard Insulation

Made of specially selected, clean, dry cork granules. Compressed and baked in double width molds, split and finished full standard 12" x 36"—no "green centers" possible.

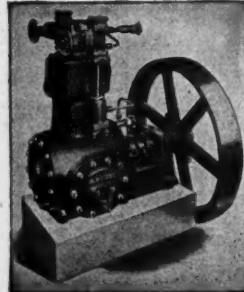
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Somebody
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Arctic Horizontal
Ammonia Compressor



The Arctic Junior
Refrigerating Machine.
Leak Proof
Fool Proof
Uniform

The Arctic Ice Machine Co.
Canton, Ohio



We'd like
to hear
from you

MATHIESON
Chemicals

Anhydrous Ammonia
Aqua Ammonia
Caustic Soda
Soda Ash
Liquid Chlorine
Bleaching Powder

The MATHIESON ALKALI WORKS INC.
250 PARK AVE., NEW YORK CITY

PHILADELPHIA
PROVIDENCE

CHICAGO
CHARLOTTE

Deal Direct with The Manufacturer



mouth, Ohio; one 5-ton refrigerating machine.

Northey Manufacturing Co., meat market, Calmar, Iowa; one 5½-ton refrigerating machine.

Wolf Bros. Meat Market, Hollywood Blvd., Hollywood, Calif.; a one-ton refrigerating machine.

William S. Dunham Meat Market, 4703 W. Pico St., Los Angeles, Calif.; a one-ton self-contained refrigerating machine.

H. G. Livings Meat Market, Davenport, Nebr.; a one-ton self-contained refrigerating machine.

Kincheloe & Starling Meat Market, Parkersburg, W. Va.; a one-ton self-contained refrigerating machine.

F. E. Burdette Meat Market, Dawson, Pa.; a one-ton self-contained refrigerating machine.

W. H. Pentony Meat Market, Tunnelton, W. Va.; a one-ton self-contained refrigerating machine.

S. Lowenstein Meat Market, Pittsburgh, Pa.; one 2-ton self-contained refrigerating machine.

Roy Bishop Meat Market, 122 W. Main St., Endicott, N. Y.; a one-ton self-contained refrigerating machine.

M. Stephen Pieper Meat Market, 54 State St., Troy, N. Y.; a one-ton self-contained refrigerating machine.

Thomas Nowak Meat Market, 3342 La Grange St., Toledo, Ohio; a one-ton self-contained refrigerating machine.

W. H. Strohm Meat Market, 12 W. Winter St., Delaware, Ohio; one 2-ton self-contained refrigerating machine.

Saba & Joseph Meat Market, 502 Cherry St., Toledo, Ohio; one 2-ton self-contained refrigerating machine.

Lehman & Son Meat Market, Forest, Ohio; one 2-ton self-contained refrigerating machine.

C. W. Scholz Meat Market, 1048 St. James Court, Toledo, Ohio; one 2-ton self-contained refrigerating machine.

George J. Kempker Meat Market, Vermillion, S. D.; one 2-ton refrigerating machine.

City Meat Market, Britt, Iowa; one 1½-ton refrigerating machine.

Ebright & Hoyt Meat Market, Pukwana, S. D.; one 5-ton refrigerating machine.

Ira W. Biessecker Meat Market, Moscow, Pa.; a one-ton self-contained refrigerating machine.

Smith Bros. Meat Market, Decatur and Monroe Sts., Sandusky, Ohio; one 3-ton refrigerating machine.

H. J. Boehler Meat Market, 131 E. Main St., Bellevue, Ohio; one 2-ton self-contained refrigerating machine.

M. & J. R. Potter Meat Market, 420 N. 1st St., Barberton, Ohio; one 2-ton self-contained refrigerating machine.

H. C. Lulfs Meat Market, W. Main St., Deshler, Ohio; one 2-ton self-contained refrigerating machine.

Edward J. Trocha Meat Market, Erie, Pa.; one 2-ton self-contained refrigerating machine.

Fred Gerig Meat Market, Cincinnati, Ohio; one 2-ton self-contained refrigerating machine.

E. Argentieri Meat Market, 84 River St., Hornell, N. Y.; one 2-ton self-contained refrigerating machine.

O. A. Sebby & Son Meat Market, Sandwich, Ill.; one 2-ton self-contained refrigerating machine.

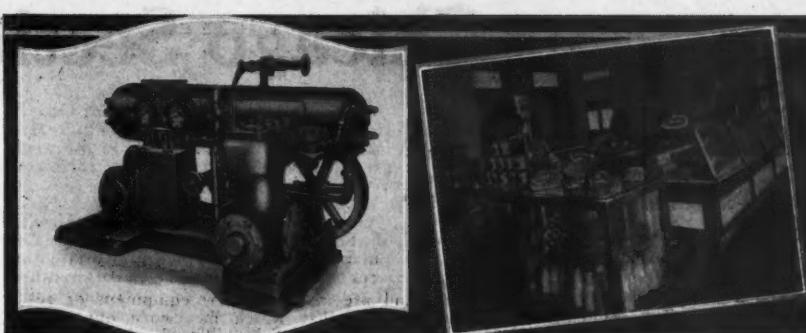
E. M. Havery & Son Meat Market, Parkersburg, W. Va.; one 2-ton self-contained refrigerating machine.

R. F. Laughrey Meat Market, Girard, Pa.; one 2-ton self-contained refrigerating machine.

Walter L. Heil Meat Market, Martins Ferry, Ohio; one 2-ton refrigerating machine.

Schnaitman Bros. Meat Market, Marshall, Mich.; one 3-ton refrigerating machine.

Huber & Walter Meat Market, Council Bluffs, Iowa; one 2-ton self-contained refrigerating machine.



ARE YOU SELLING YOUR SHARE?

York Mechanical Refrigeration will help you to do it.

According to estimates made by the United States Department of Agriculture, the total per capita consumption of all meats (beef, veal, mutton, lamb and pork) was 154.3 pounds during 1925.

Multiply the number of your cus-

mers by 154.3 and compare the result with your meat sales for last year.

What's the answer?

Write for further particulars on York Mechanical Refrigeration for the meat market, and how it will help you.

YORK Manufacturing Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

A. C. Wicke Mfg. Co.

Cold Storage Installations

of Every Description

Special attention given to cork and cement refrigerators

Reliable Butcher Fixtures and Supplies

NEW YORK CITY

Salesrooms:
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Main Office and Factory:
406 East 102nd St.
Phone Atwater 6880 for all Branches

Bronx Branch:
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Get the 1926 Stevenson Door Book

FREE It tells why Stevenson Regular Doors are the quickest, easiest, tightest sealing of all regular doors.

Tells all about the Stevenson's 1922 Door Closer; the Stevenson "Door that Cannot Stand Open"; the Stevenson Overhead Track Door with positive acting port shutter.

Write TODAY for your copy

Stevenson Cold Storage Door Co.

1511 West Fourth St. Chester, Penna.

P. O. Skaggs Grocery & Meat Market, Grand Island, Nebr.; one 2-ton self-contained refrigerating machine.

B. E. Alton Meat Market, Cherokee, Iowa; one 2-ton self-contained refrigerating machine.

Oscar Norene Meat Market, Baraboo, Wis.; one 3-ton refrigerating machine.

The Barie Meat Market, Owosso, Mich.; one 3-ton refrigerating machine.

Charles S. Lyons Meat Market, Morton, Minn.; one 2-ton refrigerating machine.

City Meat Market, Darlington, Ind.; one 2-ton refrigerating machine.

Pasqua Monaco Meat Market, 1146 Broadway, Lorain, Ohio; one-ton self-contained refrigerating machine.

Frank Adler Meat Market, Fremont, Ohio; one-ton self-contained refrigerating machine.

George E. Freyman Meat Market, 929 W. Delaware Ave., Toledo, Ohio; one-ton self-contained refrigerating machine.

H. E. Wall Meat Market, 1651 Sylvania Ave., Toledo, Ohio; one-ton self-contained refrigerating machine.

William Kerl Meat Market, 382 Bergenline Ave., Union City, N. J.; one 2-ton self-contained refrigerating machine.

Morris Kahn Meat Market, 677 Fresh Pond Ave., Ridgewood, L. I., N. Y.; one 2-ton self-contained refrigerating machine.

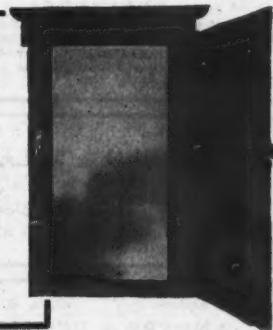
Weinberg & Goldsmith Meat Market, 217 Wright St., Newark, N. J.; one 2-ton self-contained refrigerating machine.

Herman Nagele Meat Market, 21 Planedome Ave., Manhasset, L. I., N. Y.; one 2-ton self-contained refrigerating machine.

William Dorais Grocery & Meat Market, Marquette, Mich.; one 10-ton refrigerating machine.

J. H. Van Dyck Meat Market, Manistique, Mich.; one 2-ton self-contained refrigerating machine.

John G. Buss Meat Market, Hamilton, Ill.; one 3-ton refrigerating machine.



Chicago Section

W. G. Jamieson, of the U. S. Department of Commerce, Washington, D. C., was in the city this week.

C. C. Ford, manager of Swift & Company's branch at Cincinnati, O., spent Tuesday of this week in Chicago.

R. H. Waltke, of William Waltke & Co., leading soapmakers in St. Louis, Mo., was a Chicago visitor late in the week.

Frank Kohrs, secretary-treasurer of the Kohrs Packing Co., Davenport, Ia., spent a couple of days in Chicago this week.

Archibald Campbell, vice-president of the Globe Soap Company, Cincinnati, Ohio, made a trip to the city this week.

E. W. Blatherwick, auditor of the Harrisburg, Pa., plant of Swift & Company, was in Chicago this week, calling at headquarters.

E. C. Merritt, general manager of the St. Louis Independent Packing Co., St. Louis, Mo., was a business caller in Chicago late in the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 41,614 cattle, 9,498 calves, 52,588 hogs and 47,375 sheep.

Arthur B. Jones, of Marples, Jones & Co., well-known provision importers and dealers, Liverpool, England, was in Chicago this week in the course of an American tour.

R. J. Arthur, of the Arthur Co., New York, R. H. Waltke, of Wm. Waltke & Co., St. Louis, and J. H. McNamara, of Habinger Bros., Keokuk, Iowa, were Chicago visitors this week.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
Investigations
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ENGINEERS
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Packing House Specialists

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—
Consultation on Power and Operating Costs,
Curing, etc. You profit by Our 25 Years' Experience.
Lower Construction Cost. Higher
efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

D. I. Davis and Associates
624 South Michigan Avenue
CHICAGO, ILL.

President George A. Hormel, of Geo. A. Hormel & Co., Austin, Minn., and Mrs. Hormel, were in the city late in the week, preceded only a short time by their son, Vice-president Jay C. Hormel.

One of the old standbys, Ernest Urwitz, of the Dryfus Packing & Provision Co., Lafayette, Ind., was in the city late this week, in spite of the inclement weather. It would be a poor week if "Ernie" didn't show up!

Carl Smith, one of John W. Hall's genial co-workers, has just returned from a two weeks' vacation spent at Pipestone Falls Lake, Minn. Carl says he caught all the fish he was allowed to, and had all the fun at it that any one person ought to have.

Provision shipments from Chicago for the week ending Sept. 25, 1926, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week.
Cured meats, lbs.	16,549,000	17,172,000	17,059,000
Fresh meats, lbs.	33,434,000	35,464,000	40,003,000
Lard, lbs.	12,452,000	9,745,000	8,650,000

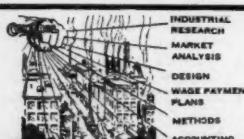
Walter Asman, of Asman & Cody, progressive sausage makers and packers of Marysville, Ohio, spent a few days in the city last week calling on the trade. Although comparative newcomers in the wholesale business, this firm is making them sit up and take notice down in their section.

Frank L. Merrill, one of the two winners of THE NATIONAL PROVISIONER scholarships in the Institute of Meat Packing, arrived in Chicago this week to begin his studies at the school conducted at the University of Chicago. Mr. Merrill is a graduate of the University of Oregon, where he received high honors for his scholastic work.

Prices realized on Swift & Company's sales of carcass beef in Chicago for week ending Saturday, September 25th, 1926, on shipments sold out were as follows: Cows, common to good, 9@13.50c; steers, common to medium, 12.50@16c; steers, good to choice, 16.50@20c; and averaged 14.22 cents a pound.

Packing House Products Oldest Brokers in Our Line

Tallow
Grease
Provisions
Oils
Carcass Beef—P. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed
Eight Phones
All Working
Postal Telegraph Building
CHICAGO, ILL.



GRICE ASSOCIATES
INCORPORATED
Consultants to Management
METROPOLITAN BANK BLDG.
MINNEAPOLIS. MINNESOTA

PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill.
Cable Address, Pacarco

HOG-CHOLERA WARNING.

Frequent reports of hog-cholera outbreaks just received by the United States Department of Agriculture are the occasion for official warnings urging swine owners to be on the alert against this disease. The reports are from scattered areas, but thus far the disease has appeared chiefly in the Central West. As previously pointed out in Government publications and addresses by veterinary officials, the fall months are the time of the year when hog cholera is most prevalent. September, October, and November have for many years marked the appearance of this disease.

This year the control of hog cholera is hampered somewhat by a temporary shortage of serum for immunizing susceptible animals. The situation is made more serious by the fact that a large proportion of swine in the United States have not been immunized owing to the low ebb of cholera in recent years.

More than that, hogs at this season of the year are of good size and a great many are being fattened for market. Large hogs require more serum for proper immunization than small pigs, the dosage being governed by the weight of the animal.

Serum companies are now increasing their production, but as the process of serum manufacture requires several weeks, stock owners are urged to take special precautions in the meantime. When serum for immunizing cannot be obtained, self-imposed quarantining measures are highly desirable. These include the exclusion, from hog lots and hog pastures, of stock buyers, neighbors, stray dogs, and other possible carriers of hog-cholera infection.

Sanitation of hog lots and houses should receive attention also with a view of destroying possible lurking places for the virus. The use of disinfectants and also direct sunlight are effective against hog-cholera infection. Outbreaks of hog cholera should be reported immediately by the most direct means to Federal and State sanitary officials who will make investigations, diagnoses, and render such further aid as their field forces can handle.

C. W. RILEY, Jr. BROKER

2109 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

George F. Pine **Walter L. Munnecke**
Pine & Munnecke Co.
Packing House & Cold Storage
Construction; Cork Insulation &
Overhead Track Work
510 Murphy Bldg. Detroit, Mich. 155 Congress
Street

October 2, 1926.

53

DEATH TAKES JOHN E. O'HERN.

John E. O'Hern, general superintendent of all Armour and Company plants, died on Sunday morning, September 26, at St. Luke's Hospital, Chicago, at the age of 58. Death was caused by pneumonia, after about two weeks' illness.

Mr. O'Hern's death marks the passing of one of the most outstanding operating executives in the industry. His genial nature and keen foresight were known and admired everywhere, though his modesty kept him in the background on public occasions. Tributes and expressions of sorrow have poured in all week for the quiet, unassuming man that everyone knew and liked.

Mr. O'Hern was born December 18, 1868, in Cincinnati, Ohio, and moved with his parents to Lawrence, Kans., in March, 1870, where he attended the grade and high schools until he was 14 years old.

In 1890 he came to Chicago looking for work. He began with Armour and Company on October 28 of that year as a trucker in the butterine department. His executive ability soon asserted itself, and eight years later, in June, 1898, on the opening of the Omaha plant, he was placed in charge of the butterine department there. In 1902, only 4 years later, he was made plant superintendent.

In 1912 he was made general superintendent of all Armour and Company plants, holding this position until the time of his death.

Mr. O'Hern was the father of Armour's Employee Representation Plan, which provides for the meeting of employees' representatives with representatives of the management to settle all questions of wages and working conditions. This forward step in employee relationship has been responsible for much of the friendly cooperation and harmonious relations existing between employees and the management in the Armour plants.

Mr. O'Hern not only was an outstanding operating executive, but he was also a good deal of a philosopher as well. He had many pithy sayings which expressed his philosophy of life and business. One

THE NATIONAL PROVISIONER

of his favorites, which gives a better picture of the man than volumes of description, is, "A man who is right never needs to grow angry; a man who is wrong cannot afford to."

He was a member of the Ridge and South Shore Country clubs, the Saddle and Sirloin Club, Chicago Lodge No. 4, B. P. O. E., and the fourth degree assembly, K. of C., Omaha.

He is survived by the widow, Mrs. Mary Keefe O'Hern; two brothers, James and



JOHN E. O'HERN.

Joseph; and two sisters, Mrs. Mary Mahon and Sister Gonzaga.

Funeral services were held Wednesday morning, Sept. 29. Solemn high mass was celebrated at St. Philip Neri Church, and burial was at Mt. Olivet Cemetery, Chicago. Every officer and director of Armour and Company, headed by J. Ogden Armour, was present at the funeral. Bishop Mahoney of Sioux Falls delivered a beautiful eulogy at the services, as did Bishop Griffin of Springfield, Ill.

The honorary pall bearers were J. Ogden Armour, F. Edson White, P. D.



LAST SUPERINTENDENTS' MEETING CALLED BY MR. O'HERN.

One of the last official acts of John E. O'Hern, general superintendent of all Armour plants, was to call a two-day meeting of all plant superintendents in Chicago. This picture, taken at the time, shows the very efficient operating personnel built up under Mr. O'Hern's direction, together with the Armour president, F. Edson White.

Front row, left to right: J. J. Hayes, general superintendent's department; M. D. Harding, assistant general superintendent; F. Edson White, president; John E. O'Hern, general superintendent; Charles Elkel, superintendent, Chicago plant; W. B. McElroy, Kansas City.

Standing, left to right: G. H. Damsel, Chicago; M. F. O'Meara, Omaha; C. E. Sheehy, Sioux City; M. J. McFall, E. St. Louis; D. W. King, New York; J. H. Boekhoff, St. Paul; I. N. Jordan, Chicago; B. D. Jones, Oklahoma City; R. C. O'Connor, Chicago; W. J. Grace, Jersey City; R. H. Maxson, Chicago; B. E. Campbell, Chicago; G. B. Roberts, S. St. Joseph; H. S. Eldred, Chicago; S. J. Bell, Chicago; R. B. Beggs, Denver; F. D. Green, Ft. Worth; W. F. Sheely, Chicago; R. S. Emmert, Chicago; J. P. Dowding, Chicago; E. Innes, Chicago; E. P. Murphy, Chicago.

Armour, A. W. Armour, L. H. Armour, Lester Armour, Arthur Meeker, W. P. Hemphill, P. L. Reed, T. G. Lee, F. W. Ellis, H. S. Johnson, G. M. Willets, D. T. Kiley, W. W. Shoemaker, C. J. Faulkner, Jr., W. C. White, M. D. Harding, R. C. Clark, F. W. Waddell and V. H. Munnecke.

Active pall bearers were A. J. Little, E. J. McAdams, A. McKenzie, Chas. Eikel, J. J. Hayes, H. J. Koenig, B. E. Campbell and V. S. Cheney. Ushers were E. P. Murphy, G. H. Damsel, L. Whelan, H. G. Ellerd, Robt. O'Connor and J. P. Dowding.

As John W. Hall, personal friend of many packinghouse executives and leaders, said: "His personal qualities of mind and heart, his loyalty to friends, his genial nature, his never-failing courtesy made John E. O'Hern the man whom we all honored and respected. He will always remain in our hearts as an enduring memory."

Good Business

A corner conducted by John W. Hall.

PROPHECIES.

A group of psychists and spiritualists in England, headed by the eminent Conan Doyle and Oliver Lodge, have decided that in the first half of 1928 civilization, or what passes for it, will be plunged once more into the chaos of world war.

The red beast of violent revolution will arise and stalk over the bloody bodies of innocent and guilty alike, the guns will roar again, nations will be consumed in the fires of hatred and passion, death and destruction will be the order of the day. For eight years there will be no peace anywhere, and after that interval will come the Utopia man has ever striven for.

This prophecy is based on the measurements and architecture of the Great Pyramid of Cheops, built several centuries before Christ. And ridiculous though it seems, there will be hundreds of thousands of gullible mortals who will await with fear and trembling the advent of 1928.

Now, we all know about the habits of the ostrich—how he buries his silly head in the sand, apparently on the theory that if he can't see he is therefore invisible to others. Far be it from any of us to advocate unpreparedness as applied to impending events, but even granting the impossible—if these things are to be, why talk about it?

Why broadcast such calamitous prognostications? Why add in the slightest degree to the woes and fears of the world?

Of course, anyone with average common sense will pay no attention to such piffle. But according to latest pronouncements by men who devote all their time to the study of human mentality, a vast percentage of mankind is below par mentally, and it is a well known fact that if enough people think any one certain way, the weight of their concentrated thought affects the well being of all of us.

If these self-styled psychists want to help their earthly brethren, it might be well for them to prophesy some GOOD news occasionally. The odd part of it is that, if they did, nobody would believe them.

All of which sometimes leads us to feel that we humans love our misery in large and potent portions. There is no moral in this outburst.—E. H. PHEE.

Chicago Livestock table will be found on page 46.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
September 30, 1926.

Green Meats.

Regular Hams—	
8-10 lbs. avg.	25%
10-12 lbs. avg.	25%
12-14 lbs. avg.	24%
14-16 lbs. avg.	23%
16-18 lbs. avg.	23%
18-20 lbs. avg.	23%

Skinned Hams—	
14-16 lbs. avg.	25%
16-18 lbs. avg.	24%
18-20 lbs. avg.	22%
20-22 lbs. avg.	17%
22-24 lbs. avg.	16%
24-26 lbs. avg.	16%
26-30 lbs. avg.	15%

Picnics—	
4-6 lbs. avg.	17%
6-8 lbs. avg.	14%
8-10 lbs. avg.	13%
10-12 lbs. avg.	13%
12-14 lbs. avg.	12%

Bellies—(square cut and seedless)

6-8 lbs. avg.	29%
8-10 lbs. avg.	20%
10-12 lbs. avg.	25%
12-14 lbs. avg.	24%
14-16 lbs. avg.	23%
16-20 lbs. avg.	21%

Pickled Meats.	
Regular Hams—	
8-10 lbs. avg.	26%
10-12 lbs. avg.	26%
12-14 lbs. avg.	25%
14-16 lbs. avg.	25%
16-18 lbs. avg.	25%
18-20 lbs. avg.	25%

Boiling Hams—(house run)	
16-18 lbs. avg.	26%
18-20 lbs. avg.	26%
20-22 lbs. avg.	25%

Skinned Hams—	
14-16 lbs. avg.	28%
16-18 lbs. avg.	26%
18-20 lbs. avg.	25%
20-22 lbs. avg.	21%
22-24 lbs. avg.	18%
24-26 lbs. avg.	17%
25-30 lbs. avg.	17%

Picnics—	
4-6 lbs. avg.	17%
6-8 lbs. avg.	14%
8-10 lbs. avg.	13%
10-12 lbs. avg.	12%
12-14 lbs. avg.	12%

Bellies—(square cut and seedless)	
6-8 lbs. avg.	29%
8-10 lbs. avg.	26%
10-12 lbs. avg.	25%
12-14 lbs. avg.	23%
14-16 lbs. avg.	23%
16-20 lbs. avg.	21%

Dry Salt Meats.	
Extra short clears, 35/45	15%
Extra short ribs, 35/45	15%
Regular plates, 6-8	12%
Clear plates, 4-6	10%
Jowl butts	10%

Fat Backs—	
8-10 lbs. avg.	11%
10-12 lbs. avg.	12%
12-14 lbs. avg.	12%
14-16 lbs. avg.	12%
16-18 lbs. avg.	13%
18-20 lbs. avg.	13%
20-25 lbs. avg.	14%

Clear Bellies—	
14-16 lbs. avg.	20%
16-18 lbs. avg.	19%
18-20 lbs. avg.	18%
20-25 lbs. avg.	17%
25-30 lbs. avg.	16%
30-35 lbs. avg.	16%
35-40 lbs. avg.	16%
40-50 lbs. avg.	15%

PURE VINEGARS

A. P. CALLAHAN & COMPANY

417 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, SEPTEMBER 25, 1926.

LARD—	Open.	High.	Low.	Close.
Sept. 14.27 1/2	14.27 1/2	14.12 1/4	14.12 1/4	14.12 1/4
Oct. 14.30	14.30	14.12 1/2	14.15	
Jan. 13.50	13.50	13.35	13.37 1/2	

CLEAR BELLIES—	Open.	High.	Low.	Close.
Sept. 16.60	16.60	16.60	16.60	16.60
Oct. 16.10	16.10	16.10	16.15	16.15

MONDAY, SEPTEMBER 27, 1926.

LARD—	Open.	High.	Low.	Close.
Sept. 14.20-25	14.25	14.15	14.20b	
Oct. 14.20-25	14.25	14.17 1/2	14.22 1/2	
Nov. 14.27 1/2	14.30	14.22 1/2	14.27 1/2b	
Dec. 15.45-50	13.50	13.42 1/2	13.45b	
Jan. 13.57 1/2	13.57 1/2	13.55	13.55	

TUESDAY, SEPTEMBER 28, 1926.

LARD—	Open.	High.	Low.	Close.
Sept. 14.17 1/2	14.17 1/2	14.15	14.17 1/2	
Oct. 14.17 1/2-20	14.20	14.12 1/2	14.15b	
Nov. 14.17 1/2-20	14.22 1/2	14.17 1/2	14.20b	
Dec. 15.45-50	13.50	13.42 1/2	13.45b	
Jan. 13.42 1/2	13.45	13.40	13.42 1/2	
May				13.52 1/2ax

WEDNESDAY, SEPTEMBER 29, 1926.

LARD—	Open.	High.	Low.	Close.
Sept. 14.15-17 1/2	14.32 1/2	14.15	14.32 1/2a	
Oct. 14.12 1/2-17 1/2	14.37 1/2	14.12 1/2	14.37 1/2a	
Nov. 14.17 1/2-23	14.42 1/2	14.17 1/2	14.42 1/2b	
Dec. 15.45-50	13.75	13.47 1/2	13.75	
Jan.				13.82 1/2
May				14.50n

THURSDAY, SEPTEMBER 30, 1926.

LARD—	Open.	High.	Low.	Close.
Sept. 14.40	14.65	14.40	14.62 1/2	
Oct. 14.40	14.65	14.40	14.57 1/2ax	
Nov. 14.45-50	14.72 1/2	14.45	14.61 1/2ax	
Dec. 15.82 1/2-87 1/2	14.05	13.82 1/2	14.02 1/2	
Jan. 14.00	14.15	14.00	14.15b	
May				14.22 1/2

FRIDAY, OCTOBER 1, 1926.

LARD—	Open.	High.	Low.	Close.
Oct. 14.50-52 1/2	14.00	14.45	14.55-57 1/2b	
Nov. 14.42 1/2	14.07 1/2	14.32 1/2	14.42 1/2	
Dec. 14.15	14.15	14.00	14.05	
Jan. 14.07 1/2-10	14.10	13.80	13.90	
May				14.22 1/2

CLEAR BELLIES—

Oct.	16.65	16.65	16.65	16.65
Oct.	16.40	16.40	16.37 1/2	16.37 1/2ax

SHORT RIBS—

Oct.	13.50	13.50	13.50	13.50
Oct.	13.50	13.50	13.50	13.50

Jan.

Oct.	13.50	13.50	13.50	14.12 1/2ax
Oct.	13.50	13.50	13.50	14.12 1/2ax

CLEAR BELLIES—

Oct.	16.25ax
Oct.	16.25ax

SHORT RIBS—

Oct.	13.50	13.50	13.50	13.50
Oct.	13.50	13.50	13.50	13.50

Jan.

Oct.	13.50	13.50	13.50	14.12 1/2ax
Oct.	13.50	13.50	13.50	14.12 1/2ax

CLEAR BELLIES—

Oct.	16.25ax
Oct.	16.25ax

SHORT RIBS—

Oct.	13.50	13.50	13.50	13

Retail Section

Plans to Educate the Meat Retailer

Working along definite lines to strengthen certain weak links in the chain of retail distribution of meat food products, three cooperating agencies met a few days ago at Washington, D. C., to develop a program of education for the retail meat dealer. This conference lasted two days.

The membership of this conference included:

The National Association of Retail Meat Dealers, which was represented by John A. Kotal, Executive Secretary, Chicago; Charles Schuck, treasurer, New York City; and Fred Graham, Chicago, chairman of the Middle West section.

The Institute of American Meat Packers, which was represented by John C. Cutting, director of the Department of Retail Merchandising.

The Federal Board for Vocational Education, which was represented by J. C. Wright, Director; Charles Allen, editor and educational consultant; C. F. Klinefelter, Acting Chief, Trade and Industrial Education Service; E. W. Barnhart, Chief, Commercial Education Service, and Miss Isabel Craig Bacon, Special Agent, Retail Education.

Another conference has been called for November 1, at which time the personnel of the retailers on the committee will be supplemented by four or five additional dealers. This conference is expected to last approximately ten days, and the outline for the educational course arrived at during the initial conference will be expanded to more ambitious proportions. City and State Boards of Education are expected to cooperate in interesting local retailers' associations in the project.

Plan for Educating Retailers.

Instructional material will be issued to local retailers' associations, who will meet weekly at high schools or at their own headquarters. A conference leader appointed by the local group will conduct the discussion, which will be based on the material worked up at the November conference.

The educational project has been endorsed by the National Association of Retail Meat Dealers and the Institute of American Meat Packers. John A. Kotal, Executive Secretary of the National Association of Retail Meat Dealers, and John C. Cutting, Director of the Department of Retail Merchandising of the Institute, are charged with the joint responsibility for stimulating interest among the local retailers' associations, and promoting the educational program.

A tentative outline of the instructional material worked up at the preliminary conference follows:

BUYING FRESH MEATS.

Outline for topics for conference course:

I. QUALITY to meet trade requirements: (a) Knowing quality (Government grading standards). (b) Knowing quality required by trade. (c) Knowing price your trade will pay in relation to

quality. II. QUANTITY: (a) Making up marketing list: 1. Estimating probable sales by allowing for: a. Day of week. b. Weather. c. Holiday. d. Population movements. e. Wholesale price. 2. Stock on hand: (b) Keeping record of buying and sales. (c) Using records. (d) Problems in buying.

III. BUYING POLICIES AND METHODS. (a) Sources: 1. Buying from wholesaler. 2. Buying from jobbers. 3. Buying direct from farm. (b) Shopping, costs in relation to results. (c) Credit and cash.

PRICING FRESH MEATS.

Outline for topics for conference course:

I. PRICING BEEF CUTS:

1. Finding out relative cost on the block of each cut according to local style of cutting (New England, East, Middle West, Pacific Coast);

2. Changing cost figures for each cut due to allowing for other influences: a. Weight, grade, construction and condition of carcass; b. Wholesale price influences upon cost figures for each cut; c. Price obtained for offal; d. Relative sale of different cuts; e. Seasonal effects on sales of different cuts; f. Holiday effects upon sales of different cuts; g. Special conditions affecting sale of different cuts;

3. Allowing for overhead in fixing selling price of each cut.

4. Problems in computing selling price of beef cuts.

II. PRICING PORK CUTS:

1. Finding out relative cost on the block of each cut.

2. Changing cost figures for each cut due to allowing for other influences: a. Weight, grade, construction and condition of carcass; b. Wholesale price influences upon cost figures for each cut; c. Price obtained for offal; d. Relative sale of different cuts; e. Seasonal effects on sales of different cuts; f. Holiday effects upon sales of different cuts; g. Special conditions affecting sale of different cuts.

3. Allowing for overhead in fixing selling price of each cut.

4. Problems in computing selling price of veal cuts.

5. Allowing for overhead in fixing selling price of each cut.

6. Problems in computing selling price of pork cuts.

III. PRICING LAMB CUTS:

1. Finding out relative cost on the block of each cut;

2. Changing cost figures for each cut due to allowing for other influences: a. Weight, grade, construction and condition of carcass; b. Wholesale price influences upon cost figures for each cut; c. Price obtained for offal; d. Relative sale of different cuts; e. Seasonal effects on sales of different cuts; f. Holiday effects upon sales of different cuts; g. Special conditions affecting sale of different cuts.

3. Allowing for overhead in fixing selling price of each cut.

4. Problems in computing selling price of lamb cuts.

IV. PRICING VEAL CUTS:

1. Finding out relative cost on the block of each cut.

2. Changing cost figures for each cut due to allowing for other influences: a. Weight, grade, construction and condition of carcass; b. Wholesale price influences upon cost figures for each cut; c. Price obtained for offal; d. Relative sale of different cuts; e. Seasonal effects on sales of different cuts; f. Holiday effects upon sales of different cuts; g. Special conditions affecting sale of different cuts.

3. Allowing for overhead in fixing selling price of each cut.

4. Problems in computing selling price of veal cuts.

V. FINDING COST OF DOING BUSINESS:

1. Expenses to be included.

2. Keeping track of expenses.

3. Using cost figures.

Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

You are working in the dark if you do not!

The valuable series of articles on cutting tests for the retail meat dealer which ran in **THE NATIONAL PROVISIONER** has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprints on "Cutting Tests for Retailers."

Name

Street

City

Enclosed find 5 cents in stamps.

NEWS OF THE RETAILERS.

Bert J. Eckert will open a meat market at 102 North Washington Ave., Lansing, Mich.

A new meat market is being opened at Zillah, Wash., by Joseph Batson.

A half interest in the meat business of Walter Fietz, 1106 K St., Tacoma, Wash., has been sold to Jos J. Tschilda.

A. D. Gray has purchased the meat business at 1561 Monroe St., Corvallis, Ore., from Nelson Bros.

A. Lauterbach and George Mason have purchased the Sanitary Market, Puyallup, Wash.

Charles Overton has bought the meat market of Smith Brothers, Newport, Ore.

A meat market has been opened by O. N. Cornelius in the Follett Bldg., Tekoa, Wash.

M. W. Manning has purchased the business of the Beaverton Market & Grocery Co., Beaverton, Ore.

The Melrose Meat Market, Melrose, Wis., has been sold by C. Sonnenberg to Ed. Linberg and Lester Restow.

Julius J. Nilles has opened the Nilles Cash Market at 924 Atwood Ave., Madison, Wis.

E. O. Rosnon has sold his meat business, Madison, Minn., to R. J. Wondra, who has formed a partnership with J. F. Brown. The new firm will be known as Brown & Wondra.

F. C. Smith has purchased the Casper Strum meat market, Kaukauna, Wis.

A meat market and grocery has been

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opened at 1521 Atwood Ave., Madison, Wis., by Frank Hess, Jr.

M. G. Franklin has sold his interest in his meat business at Redfield, S. D., to his partner, Jay Wilker.

T. M. Read has bought the meat market of A. E. Erickson, Starkweather, N. D.

R. A. Cartano has purchased a half interest in the meat business of Soter & Son, Monticello, Iowa.

J. J. Shorum is opening a meat market at Walnut Ridge, Ark.

The meat market and grocery of John Tufts, Crystal Falls, Mich., was damaged by fire recently. The estimated loss is between \$12,000 and \$15,000.

J. F. Pimper has sold the City Meat Market, Scribner, Nebr., to Otto Blidemann.

Fred J. Boller has bought the meat market of E. N. Judd, Kooskia, Ida.

Castagnoli Bros. have opened a grocery and meat market at Vallejo, Cal.

The Hill meat market has been opened in connection with Deltgen & Sheridan's Grocery, Eleventh avenue and Eighth street, Clinton, Ia.

Steve Schmittler has sold his meat market, Owensville, Ind., to Roscoe Eaton and Bert White.

E. B. Webster has bought a meat and grocery business at Spring Valley, Minn.

The D. & F. Market chain butchers will open a new meat market at Sixty-fourth street and Greenfield avenue, West Allis, Wis., about Nov. 10.

The Star Meat Market has been opened in Winslow, Ariz., by Al Schmidler and F. J. Brown.

John Nelson has bought the Sanitary meat market, Onida, S. D., of C. I. Jones.

The Marohn meat market, Annandale, Minn., has been purchased by John Herzberg.

Herman and Sam Hof have bought the Fueberg meat market in Plattsburg, Wis.

Walter and Alfred G. Uhlich have opened a meat market at 35 Burlington road, Riverside, Ill., in what was formerly the Cicero Packing House Meat Market.

A new meat market and grocery has been opened by W. E. Green at 530 Third street, Shelbyville, Ind.

The E. A. Saltzman meat market in Mount Ayr, Ia., has been purchased by Whitson & Siple.

Walter C. Oelkers has bought the Sanitary meat market, Wymore, Neb., of Mr. Reese.

Henning & Hofmann have bought the P. H. Zuber meat market, Tulare, S. D.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Ice Machine Troubles

A retail meat dealer in one of the Northern States is having trouble with his refrigeration. He asks assistance, and writes as follows regarding the difficulty:

Editor The National Provisioner:

Our ice machine is giving us trouble. We are operating a horizontal 5½ ton compressor, 15 h.p. motor, 6 in. belt, and the speed of compressor is 100 rev. per min.

The best results are obtained at 15 lbs. suction and 120 to 150 discharge pressure.

Recently the compressor labors excessively—slows down and finally throws the belt as suction pressure approaches 15 lbs., or when run long enough at 10 lbs. or less to get a back frost it throws the belt as the frost approaches the cylinder. The high pressure gauge is working nicely all the time.

We ground the suction and discharge valves in the cylinder so they are O. K.

What indicates leaky valves—poor ammonia—water in the ammonia, oil or air in the system?

What is the best hook-up for expansion coils; in the bottom and out of the top, or the reverse?

Any help you can give us will be greatly appreciated.

The inquirer specifies the trouble he is having with his ice machine and refrigerating plant. The best way to overcome the difficulty is to have a refrigerating expert go over the system and find a remedy for the particular trouble experienced.

The following suggestions, however, may be of assistance in this connection:

Compressors that labor excessively are usually operated against abnormal condensing pressure or are binding—that is, a tight bearing or packing.

By closing the main top valves and opening the by-pass valves, the compressor can be operated without a load, which will quickly determine whether the fault is in the machine or elsewhere.

Possibly the high-pressure gauge does not register correctly, which is not an uncommon occurrence, as is apparent from the fact that many ice machine companies refuse to guarantee gauges.

It is possible that the gauge line may be partly clogged, thus preventing the gauge from registering correctly.

Leaky compressor valves cause a loss in capacity in proportion to the amount of leakage. Poor ammonia produces a loss in capacity and causes excessive condenser pressure.

Water in the ammonia system causes clogging in the expansion coils, freezing up of expansion valve, knocking or pounding in the compressor, and loss in refrigerating capacity.

Oil in the system will produce similar results, but to a less degree. The system, however, has a tendency to relieve itself of the excessive oil when the oil separator is regularly drained.

Air in the system causes excessive condenser pressure and a loss of capacity. The system should be purged regularly so as to prevent an excessive collection of air or other non-condensable gases.

The best hook-up for expansion coils is not a guess, as so many refrigerating engineers seem to think, as it depends upon

the arrangement of the coils, character of work, and the capacity proportion of the coils, compressor, receiver and ammonia charge each to the others separately and collectively.

Consequently it is difficult to state which is best, as the hook-up is a function of the plant as a unit. Get a refrigeration engineer to study your particular case.

MEAT CLASSES AT COLUMBIA.

Columbia University classes in pork operations and economics of industry are getting under way, but there is still opportunity for further enrollment. Lists will be kept open for a few days, and work will be launched under the full program on Thursday evening, October 14. Many members of last year's classes have entered the course in economics of industry, with Pendleton Dudley as instructor.

Can You Answer? the Most Important Questions in the Retail Meat Business?

IF YOU PAY 14c for a side of beef, what should be the Selling price on Round, Sirloin or Chuck Steak or on any other cut so as to give you 25% GROSS PROFIT? (20% for overhead and 5% net profit.)

CAN YOU ANSWER THIS CORRECTLY?

Let the Retailer Ready Reference answer it for you—take guess work out of your business—sell at Right Prices and know what you are doing.

The Retailer Ready Reference Charts show practically all cuts of meats in 31 charts, all figured out as to different percentages, costs and at a selling price to yield 25% on the sales price and on the cost price, and besides the total is also given.

All Figured Out for You

It has required years of compiling by an experienced practical retailer. Although cuts and percentages vary as to locality, grade of meat or method of cutting, the total result should not vary.

By using these 31 charts in your business you will discover that it is profitable to use a pencil once in a while instead of knife and cleaver.

The price of these 31 charts is so low that you can't afford not to have them.

Sent anywhere upon receipt of \$5.00

For sale by

THE NATIONAL PROVISIONER
Old Colony Bldg. Chicago, Ill.

New York Section

A. W. Anderson, secretary of the Cudahy Packing Company, Chicago, was in New York this week.

F. G. Duffield, vice-president of Jacob E. Decker & Sons, Mason City, Iowa, was a visitor in New York this week.

H. B. Collins, produce department, and W. S. Johnston, beef cutting department, Swift & Company, Chicago, were visitors to the city this week.

C. D. Bigelow, comptroller for George A. Hormel & Company, Austin, Minn., stopped in New York for a few days while on a motor tour East with Mrs. Bigelow.

S. B. Dietrich, head of the beef department, East Side Packing Company, East St. Louis, Ill., spent some time in Philadelphia and New York this and last week. How'd the fight suit you, S. B.?

Sidney Kohn, of Emil Kohn, Inc., has just returned from a short vacation spent at Asbury Park, N. J. Needless to say, Mr. Kohn's main pleasure was fishing. He very modestly admits that he caught just a few big ones.

George Brady, beef salesman in Wilson & Company's Harlem branch sailed on the Mauratania, Tuesday, September 28th for a few weeks' trip abroad. Needless to say Mr. Brady will spend most of his time in his old homestead, Ireland.

The sympathy of the trade is being extended to Louis Joseph, manager of the beef department of Wilson & Company, upon the sudden passing of his brother, Levi Joseph, last Saturday. Burial on Monday was in Kensico Cemetery.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending September 25, 1926: Fish—Brooklyn, 1,338 lbs.

The next meeting of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, Inc., has been postponed from October 5th to Wednesday, October 6th, when it will be combined with that of the Interbranch Ball Committee.

It is reported that the army has saved some \$10,000 by chopping off the tails of 6,000 butchers' coats left over from the war to make jackets for army cooks and bakers. The alteration cost only ten cents a coat and even the tails were used to make patch pockets on the jackets or turned into chefs' caps.

Word has been received from Florida that Julius Schoenbach, at one time secretary of the Washington Heights Branch, New York State Association of Retail Meat Dealers, and a member of that branch, was one of the victims of the disaster which visited that section. Mr.

Schoenbach was accompanied by his wife and son, and it is reported that they have been saved. Mr. Schoenbach was in charge of a market there for a New York concern.

Among the New York aggregation that attended the Dempsey-Tunney prize fight in Philadelphia last week was Mr. Fred Tansill of George Kern, Inc. His graphic description of the fight the following day necessitated the whirling of arms and a few actual passes at his listeners, who claimed they would rather read about the fight in the papers.

Miss Lillian M. Knoeller, secretary to W. A. Lynde, general manager of Wilson & Company in the New York district, has accepted the chairmanship for the wholesale meat division of the Red Cross Drive for 1926-1927. Miss Knoeller hopes to receive even better support than last year in order that the wholesalers may be properly represented in this worthy cause.

Dr. J. J. Hayes, assistant division superintendent of Armour and Company, and H. G. Mills, general manager of the New York Butchers' Dressed Meat Company, left this week for Chicago to attend the funeral of John E. O'Hern, general superintendent of Armour and Company, who passed away on September 27th at St. Luke's Hospital in Chicago.

Mrs. William Ziegler, president of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, was given a farewell party by the officers and members on Wednesday afternoon of last week. Mrs. A. Werner, Jr., was hostess and proved such a wonderful one that she was given a standing vote of thanks. The Auxiliary presented Mrs. Ziegler with a very handsome traveler's book with lock and key. She was admonished to keep a true and correct record of all happenings on her trip to the Coast. Mrs. Ziegler presented Mrs. O. Schaefer, who will preside during Mrs. Ziegler's absence, with a bouquet of sunset roses. Mrs. Ziegler was very happy over the reception tendered.

That the American Ice Company of New York and its subsidiaries were not greatly affected by the cold June is apparent in the Company's report for six months ending June 30 last, which shows net earnings for the period of \$1,371,653 which compares with \$1,515,450 last year. Sales for the period were \$6,916,901, against \$7,552,928 last year. Consolidated balance sheet shows total assets of \$47,033,970, an increase of \$476,120 over the figures a year ago.

BUTCHER SUPPLY MEN MEET.

The annual convention of Zone One of the National Butchers' and Packers' Supply Association, which was held at Philadelphia on September 23rd and 24th, was educational and interesting both as to the talks and discussions at the business sessions and the entertainment. Zone One is composed of the membership in the Middle Atlantic States, the governor of which is H. W. Schorer of Hartford, Conn., who presided at the meetings.

The headquarters of the convention was the Benjamin Franklin Hotel, and among the visiting members were the president of the National Association, George W. Wiedemer, secretary of the Smith Supply & Equipment Company, Buffalo; E. E.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Sept. 30, 1926, as follows:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
STEERS (Hvy. Wt., 700 lbs. up):	\$16.50@17.00	\$16.00@17.00	\$18.00@20.00	\$17.00@20.00
Choice	16.00@16.50	14.50@16.00	15.00@17.50	15.00@17.00
Good				
STEERS (Lt. & Med. Wt., 700 lbs. down):	18.00@19.00	.....	19.00@22.00	18.00@20.00
Choice	16.50@17.50	.....	15.00@18.00	16.00@18.00
STEERS (All Weights):	12.50@14.50	13.00@14.50	11.00@14.00	12.50@15.00
Medium	10.50@12.00	12.00@13.00	9.00@11.00	10.00@12.00
COWS:	12.00@13.50	11.50@12.50	11.00@13.00	12.00@12.50
Good	10.50@12.00	10.50@11.50	10.00@11.00	10.50@11.50
Common	9.00@10.50	9.50@10.50	9.00@10.00	9.50@10.00
FRESH VEAL (1):				
VEALERS:				
Choice	23.00@24.00	.....	25.00@27.00	24.00@25.00
Good	20.00@22.00	.....	22.00@25.00	21.00@23.00
Medium	18.00@20.00	17.00@19.00	20.00@22.00	19.00@20.00
Common	17.00@18.00	14.00@17.00	18.00@20.00	.....
GALF CARCASSES (2):				
Choice	14.00@16.00	.....	15.00@18.00	18.00@20.00
Good	10.00@18.00	13.00@14.00	13.00@15.00	16.00@18.00
Medium	14.00@16.00	12.00@13.00	12.00@13.00	13.00@15.00
Common	11.00@14.00	11.00@12.00	11.00@12.00	10.00@12.00
FRESH LAMB AND MUTTON:				
LAMB (80-42 lbs.):				
Choice	25.00@27.00	23.00@25.00	22.00@25.00	24.00@26.00
Good	22.00@24.00	21.00@24.00	21.00@23.00	21.00@23.00
LAMB (42-55 lbs.):				
Choice	22.00@25.00	21.00@24.00	20.00@23.00	.....
Good	21.00@23.00			
LAMB (All Weights):				
Medium	17.00@21.00	20.00@21.00	19.00@21.00	10.00@21.00
Common	15.00@17.00	19.00@20.00	18.00@19.00	16.00@18.00
MUTTON (Ewes):				
Good	12.00@14.00	13.00@15.00	11.00@13.00	14.00@15.00
Medium	10.00@12.00	11.00@13.00	10.00@11.00	12.00@14.00
Common	8.00@10.00	9.00@11.00	8.00@10.00	.....
FRESH PORK CUTS:				
LOINS:				
8-10 lb. av.	33.00@34.00	30.00@33.00	30.00@32.00	29.00@33.00
10-12 lb. av.	31.00@33.00	29.00@31.00	29.00@31.00	28.00@31.00
12-15 lb. av.	29.00@31.00	27.00@29.00	26.00@28.00	25.00@28.00
15-18 lb. av.	24.00@25.00	24.00@26.00	24.00@27.00	23.00@25.00
18-22 lb. av.	23.00@24.00	22.00@24.00	22.00@24.00	21.00@23.00
SHOULDERS:				
N. Y. Style: Skinned.....	20.00@22.00	.....	20.00@21.00	17.00@21.00
PICNICS:				
4-6 lb. av.	19.00@21.50	.....	20.00@21.00	20.00@21.00
6-8 lb. av.	17.50@19.50	17.00@19.00	17.00@18.00	17.00@18.00
BUTTS: Boston Style.....	25.00@27.00	.....	25.00@26.00	22.00@25.00
SPARE RIBS: Half Sheets.....	16.00@18.00	.....	.....	.....
TRIMMINGS:				
Regular	13.00@14.00	.....	.....	.....
Lean	20.00@21.00	.....	.....	.....

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

Averill of the Schwenger-Klein-Averill Co., Utica, N. Y.; chairman of the New York group; Frank V. Cooney of Syracuse, N. Y., treasurer of the National Association; E. E. St. Louis of Albany, N. Y., secretary of Zone One; DeWitt C. Reed, secretary of the National Association; H. W. Mills of Boston, chairman of the New England group; Theodore Schorer of the Schorer Store Fixture Company, Springfield, Mass.; Charles Bond of the J. B. Monette Co., Providence, R. I.; D. A. Schnebel, chairman of the New York City group; R. H. Forschner, New York; Edwin C. Smith, of the John Chatillon Sons' Company, New York; C. E. Wicke, of the A. C. Wicke Mfg. Co., New York; Clarence Baier, New Brunswick, N. J.; R. E. Ottenheimer of Baltimore. In addition there were representatives of resident members: H. F. Heacock of Mintsler & Knitzler, Standard Refrigerator Company, Ridgway Refrigerator Company and R. T. Randall & Company.

The first session opened at 1:00 p.m. Thursday and was presided over by the governor, H. W. Schorer, and lasted until it was time to proceed to the famous Dempsey-Tunney fight.

On Friday morning representatives of the following associate members were present: A. Backus, Jr. & Sons, of Detroit; Reading Wood Pulley Co., Reading, Pa.; Eagle Brush Mfg. Co., Philadelphia; The Manufacturers Brush Company, Cleveland; Charles D. Bridgell, Inc., Crisfield, Md.; The Braun Co., Philadelphia; The Enterprise Mfg. Co. of Pa.; Landers, Frary & Clark, New Britain, Conn.; The Vollrath Co., Sheboygan, Wis.; Ham Boiler Corporation, New York City; John E. Smith Sons Co., Buffalo; Banta Refrigerator Co., Clearfield, Pa.; John Chatillon & Sons Co., New York and the D. W. Bosley Co., Chicago.

The officers elected were: Governor, Clarence Baier, New Brunswick, N. J.; vice-governor, H. I. Polhemus, R. T. Knight & Company, Boston; secretary, M. F. Heacock, Philadelphia. The place of the next annual zone convention will be decided later.

During the convention there were addresses by President George W. Wiedemer; Secretary DeWitt C. Reed and ex-president R. W. Neuburger, head of the New York Butchers Supply Company. Interesting papers were read by the following: R. E. Ottenheimer of Baltimore on the "Advantages of Sectional Wood Construction Refrigerators over those built of Cork and Cement"; Edwin C. Smith of John Chatillon & Sons Co., New York, on "Existing Business Conditions"; E. E. Averill, Schwenger-Klein-Averill Co., Utica, N. Y., on "Are the Small Artificial Refrigerating Machines successfully Cooling Commercial Equipment?"

Tributes were paid to William J. Carr of Boston, a director who died on May 13th, 1926.

Probably the most interesting feature of the entertainment was the bout between

Increase Your Sausage Sales by the use of Perfection Sausage Molds

Sausage Mold Corporation, Inc.

918 E. Main St.

Louisville, Ky.

The Last Word in Electric Meat Grinders

New type of
cylinder — never
seen before.

Saves one-third
of cost for cur-
rent.

Grinds faster and
better.

Easier to clean.
Will never break.

Send for literature

B. C. HOLWICK, Canton, O.



IMITATION MEATS For window and counter display

Fresh
and
Smoked
Meats,
Cheese,
Butter,
etc.



Perfect
in
every
detail.
Write
for
display
circular

REPRODUCTIONS CO.

15 Walker St. New York, N. Y.

Dempsey and Tunney. While the men attended the bout the ladies were entertained at a theatre party. On the evening of the second day a banquet was held at the Benjamin Franklin, at which Dan Schnebel was toastmaster. The principal speaker was Dr. Thomas Davis, personal representative of Mayor Kendrick. The ladies also were tendered a motor trip to Valley Forge on Thursday afternoon. On Friday afternoon both the men and ladies attended the Sesqui-Centennial. H. F. Heacock of Philadelphia was chairman of the entertainment committee.

Among the ladies present were Mrs. Charles Wicke, Mrs. H. F. Heacock, Mrs. H. W. Schorer, Mrs. Donald Schorer, Mrs. Theodore Schorer, Mrs. Charles Bond and Mrs. R. E. Frederick.

H.C. BOHACEK Co.
Inc.

Operating 204 Meat Markets in
Brooklyn and throughout Long
Island, offers wonderful opportu-
nities to live-wire men. Must
understand meat merchandis-
ing.

Main Office:

Metropolitan and Flushing Ave.,
BROOKLYN, N. Y.

For Sausage Makers

BELL'S
Patent Parchment Lined

**SAUSAGE
BAGS**

and

**SAUSAGE
SEASONINGS**

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

Classified Advertisements are on page 69.

In Spices, too, the Best Is The Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk	\$8.50@10.00
Cows, cutters	2.50@ 4.25
Bulls	5.25@ 5.75

LIVE CALVES.

Calves, bulk	\$13.50@16.00
Calves, culs, per 100 lbs.	9.50@13.50

LIVE SHEEP AND LAMBS.

Lambs, bulk	\$14.00@15.00
Ewes, aged	5.50@ 6.50

LIVE HOGS.

Hogs, heavy	13.25@13.40
Hogs, medium	13.05@13.90
Hogs, 160 lbs.	13.65@13.90
Hogs, 140 lbs.	13.75@13.85
Pigs, under 80 lbs.	13.25@13.75
Roughs	10.35@10.50
Good Roughs	@10.75

DRESSED HOGS.

Hogs, heavy	220
Hogs, 180 lbs.	@20%
Hogs, 160 lbs.	@21%
Pigs, 80 lbs.	@22%
Pigs, under 140 lbs.	@21%

DRESSED BEEF.

Choice, native, heavy	20 @21
Choice, native, light	20 @22
Native, common to fair	18 @19

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	18 @19
Native choice yearlings, 400@600 lbs.	19 @20%
Western steers, 600@800 lbs.	15 @16
Texas steers, 400@600 lbs.	12 1/2 @14%
Good to choice heifers	17 @18
Good to choice cows	12 1/2 @13%
Common to fair cows	11 @12
Fresh bologna bulls	10 1/2 @12

BEEF CUTS.

	Western.	City.
No. 1 ribs	.22 @23	24 @26
No. 2 ribs	.18 @20	22 @23
No. 3 ribs	@16	20 @21
No. 1 loins	.20 @30	31 @34
No. 2 loins	.25 @27	28 @30
No. 3 loins	.22 @24	26 @27
No. 1 hinds and ribs	.21 @23	23 1/2 @28
No. 2 hinds and ribs	.19 @20	22 @23
No. 3 hinds and ribs	.16 @17	19 @21
No. 1 rounds	.18 @18	18 @19
No. 2 rounds	@16	@17
No. 3 rounds	@14	@15
No. 1 chuck	.13 @15	14 @15
No. 2 chuck	.11 @12	12 @12 1/2
No. 3 chuck	.10 @10	11 @11 1/2
Bolognons	@ 6	11 @12
Rolls, reg., 6@8 lbs. avg.	22 @23	
Rolls, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	60 @70	
Tenderloins, 5@7 lbs. avg.	80 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	25 @27
Choice	23 @24
Good	16 @18
Medium	13 @15

DRESSED SHEEP AND LAMBS.

Lambs, choice, spring	28 @29
Good lambs	26 @27
Lambs, poor grade	22 @24
Sheep, choice	15 @17
Sheep, medium to good	14 @15
Sheep, culs	12 @13

SMOKED MEATS.

Hams, 8@10 lbs. avg.	31 @32
Hams, 10@12 lbs. avg.	30 @31
Hams, 12@14 lbs. avg.	29 1/2 @30 1/2
Picnics, 4@6 lbs. avg.	21 @22
Picnics, 6@8 lbs. avg.	18 @19
Bolettes, 6@8 lbs. avg.	20 @21
Beef tongue, light	25 @27
Beef tongue, heavy	26 @30
Bacon, boneless, Western	31 @32
Bacon, boneless, city	27 @28
Pickled baileys, 10@12 lbs. avg.	23 @24

THE NATIONAL PROVISIONER

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	30 31
Pork tenderloins, fresh	45 @50
Pork tenderloins, frozen	35 @40
Shoulders, city, 10@12 lbs. avg.	28 @24
Shoulders, Western, 6@12 lbs. avg.	22 @23
Butts, boneless, Western	31 @32
Butts, regular, Western	24 @25
Hams, city, fresh, 6@10 lbs. avg.	31 @32
Hams, Western, fresh, 10@12 lbs. avg.	29 @30
Picnic hams, Western, fresh, 6@8 lbs. avg.	18 @19
Pork trimmings, extra lean	25 @26
Pork trimmings, regular 50% lean	17 @18
Spare ribs, fresh	17 @18
Leaf lard, raw	16 @17

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.	95.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per	
100 pcs.	75.00
Black hoofs, per ton	45.00@ 50.00
Striped hoofs, per ton	45.00@ 50.00
White hoofs, per ton	85.00
Thigh bones, avg. 85 to 90 lbs., per	
100 pieces	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	@28c	a pound
Fresh steer tongues, l. c. trim'd	@38c	a pound
Sweetbreads, beef	@65c	a pound
Sweetbreads, veal	@1.00	a pair
Beef kidneys	@15c	a pound
Mutton kidneys	8c	each
Livers, beef	@18c	a pound
Oxtails	@11c	a pound
Hearts, beef	@10c	a pound
Beef hanging tenders	@20c	a pound
Lamb fries	@10c	a pair

BUTCHERS' FAT.

Shop fat	@ 2%
Breast fat	@ 4
Edible suet	@ 6
Cond. suet	@ 4%
Bones	@20

SPICES.

	Whole.	Ground.
Pepper, white	39	42
Pepper, black	24	27
Pepper, Cayenne	16	22
Pepper, red	..	23
Allspice	17	20
Cinnamon	18	16
Coriander	5	8
Cloves	25	30
Ginger	..	15
Mace	1.15	1.25
Nutmeg	..	48

GREEN CALFSKINS.

	Kip.	H kip.
Prime No. 1 Veals..18	2.00	2.25
Prime No. 2 Veals..16	1.80	1.80
Buttermilk No. 1..15	1.05	1.70
Buttermilk No. 2..13	1.45	1.45
Branded grubby ..10	1.05	1.25
Number 8.....		1.55

At Value

CURING MATERIALS.

	Dbl.	Bags
In lots of less than 25 bbls.		
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined large crystal saltpetre	8 1/4c	8 1/4c
Double refined nitrate soda, granulated	4 1/4c	4c
In 25 barrel lots		
Double refined saltpetre, granulated	6 1/4c	6c
Double refined saltpetre, small crystal	7 1/4c	7 1/4c
Double refined saltpetre, large crystal	8 1/4c	8c
Double refined nitrate soda, granulated	4c	3 1/2c
Carload lots:		
Double refined saltpetre, granulated	6c	5 1/2c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c

FRESH KILLED.

Chickens—fresh—dry packed—12 to box—poor to good:	
Western, 48 to 54 lbs. to dozen, lb.	30 @32
Western, 43 to 47 lbs. to dozen, lb.	28 @30
Western, 36 to 42 lbs. to dozen, lb.	26 @28
Western, 31 to 35 lbs. to dozen, lb.	26 @28
Western, 25 to 30 lbs. to dozen, lb.	28 @30
Western, 21 to 24 lbs. to dozen, lb.	30 @34
Western, 17 to 20 lbs. to dozen, lb.	32 @36
Chickens—fresh—dry pckd.—prime to fcy.—12 to box:	
Western, 48 to 54 lbs. to dozen, lb.	35 @35

Western, 43 to 47 lbs. to dozen, lb.

Western, 36 to 42 lbs. to dozen, lb.

Western, 31 to 35 lbs. to dozen, lb.

Western, 25 to 30 lbs. to dozen, lb.

Western, 17 to 20 lbs. to dozen, lb.

Fowls—frozen—dry packed—prime to fcy.—12 to box:

Western, 60 to 65 lbs., lb.

Western, 55 to 59 lbs., lb.

Western, 48 to 52 lbs., lb.

Western, 30 to 35 lbs., lb.

Ducks—Long Islands, No. 1, bbls.

Squabs—White, 11 to 12 lbs. to dozen, per lb.

Prime, dark, per dozen.

LIVE POULTRY.

Fowls, colored, per lb., via express.

Ducks, Long Island spring, via express.

Geese, swan, via freight or express.

Pigeons, per pair, via freight or express.

Guineas, per pair, via freight or express.

LIVE POUTRY.

BASIS NEW YORK DELIVERY.

Ammonites.

Ammonium sulphate, bulk, delivered per 100 lbs.

Ammonium sulphate, double bags, per 100 lbs., f.a.s. New York.

Blood, dried, 15-16% per unit.

Fish scrap, dried 11% ammonia, 15% B.

P. L., bulk, f.o.b. fish factory.

Fish gano, foreign, 15@14% ammonia,

10% B. P. L.

Fish scrap, acidulated, 6% ammonia, 8%

A. P. A., f.o.b. fish factory.

Soda Nitrate, in bags, 100 lbs. spot.

Tanks, ground, 10% ammonia, 15%

B. P. L. bulk.

Tankage, unground, 9@10%, ammonia.

2.50@ 2.00

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton.

Bone meal, raw, 4 1/2 and 50 bags, per ton.

Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% Nat.

Potash.

